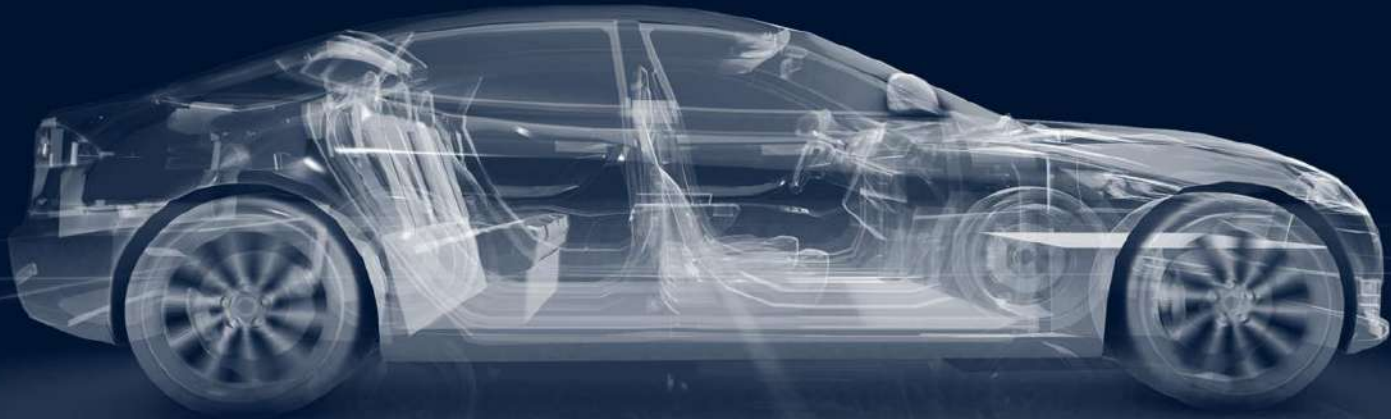


BIP AutoObserver

Analysis of new car registrations

September 2023



Executive Summary

Analysis of new car registrations in Europe & Italy – September 2023



Europe*

+11,1%

Top Countries by growth of new registrations: 22 countries grew in September 2023 compared to September 2022, the highest rates for Malta (+53,2%), Bulgaria (+40,2%) and Greece (+32,5%). Most relevant decrease for Norway (-29,4%)

Top 3 Countries by market share: Germany 22,1% (-0,5 p.p.), UK 15,0% (+0,4 p.p.) and France 13,3% (-0,1 p.p.) in September 2023 YTD compared to September 2022 YTD

Brands: among the **Top 15 by volume**, the highest growth comparing September 2023 to September 2022 for Opel/Vauxhall (+24,2%), Audi (+20,0%) and Mercedes-Benz (+17,9%), while Ford (-7,2%) and Hyundai (-3,9%) decreased

Premium brands:** all 3 German Premium brands increased both in the month of September 2023 and YTD, Audi (+20,0% monthly and +25,3% YTD), BMW (+12,4% monthly and +12,2% YTD) and Mercedes-Benz (+17,9% monthly and +8,3%YTD)



Italy

+ 22,8%

Areas monthly results: North-East +22,3%, North-West 15,3%, Center +34,0%, South +21,9% and Islands +22,0%, comparing September 2023 to September 2022

Customer segments: Retail +11,8%, Fleet +35,4% and Business +29,1% September 2023 YTD vs September 2022 YTD

Brands: considering YTD results, among the **Top 15 by volume** only Fiat and Citroen decreased (-4,5% and -8,1%); all the other brands registered an increase, the highest for Jeep (+47,3%)

Premium brands:** Audi registered the greatest increase in September 2023 (+7,3%), followed by BMW (+33,6%), while Mercedes-Benz decreased (+12,7%). In a YTD perspective all three grew: Audi (+30,1%), BMW (+28,3%) and Mercedes-Benz (+14,7%) compared to the same period of 2022



01. Europe

- | Market overview
- | New car registrations by brands

02. Italy

03. Quarterly special topic CO2 emission trend

04. New car models launches in Italy

05. Commercial & Industrial Vehicles

06. News on key industry trends

Europe | Market Overview

Top 10 European Markets* – September 2023

European Markets*
new car registrations

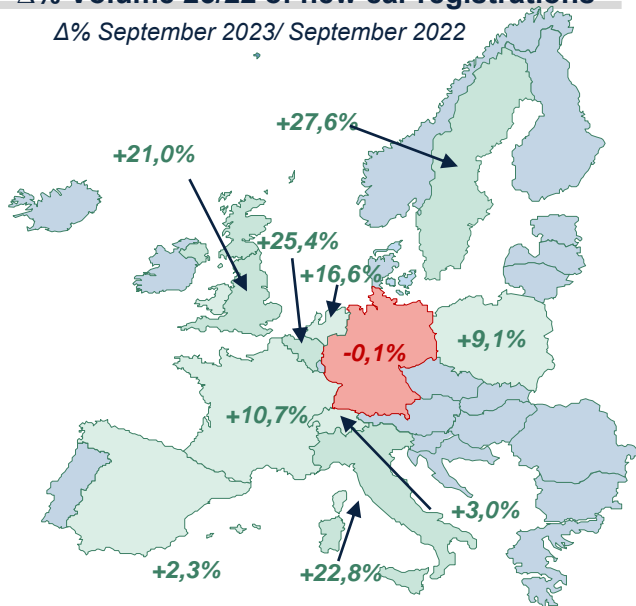
2023	1.166.728
2022	1.050.312

+11,1%



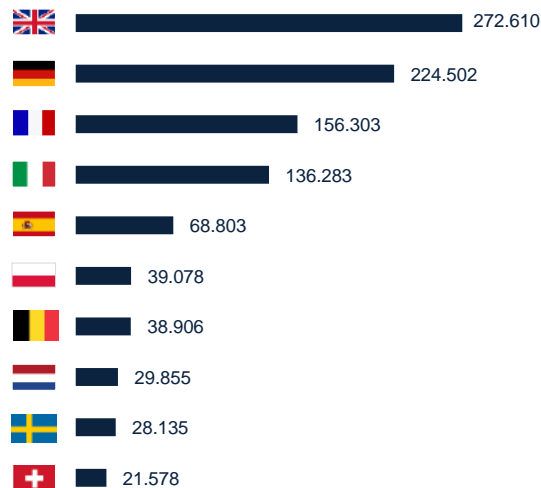
Δ% Volume 23/22 of new car registrations

Δ% September 2023/ September 2022



Number of EU new car registrations 2023

New car registration September 2023



! Highlights

- The European market (EU+UK+EFTA) **registrations** increased from 1.050.312 in September 2022 to 1.166.728 cars in September 2023 (+11,1%).
- The only market in the top 10 that registered a monthly **decrease** is **Germany** (-0,1%) while significant growth for:
 - **Sweden** (+27,6%)
 - **Belgium** (+25,4%)
 - **Italy** (+22,8)
 - **UK** (+21,0% and 1st place monthly for new registrations)

Europe | Market Overview

Top 10 European Markets* – September 2023 YTD

European Markets*
new car registrations

2023

9.684.894

2022

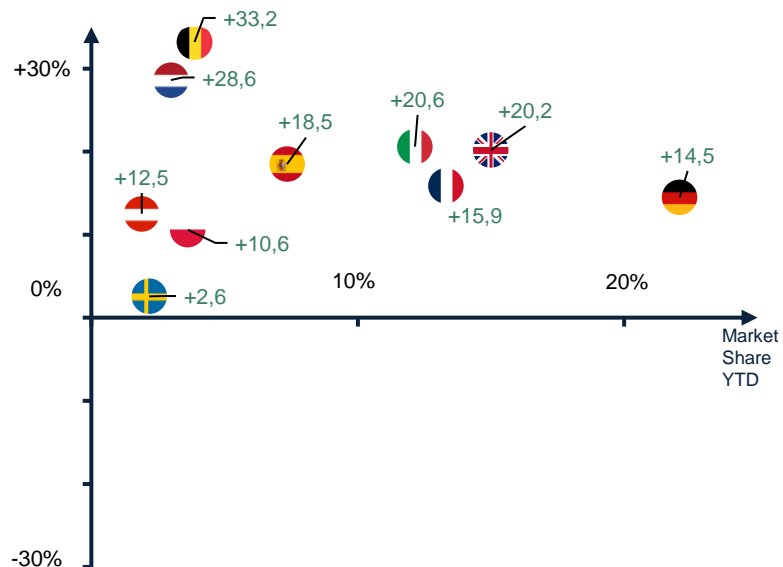
8.277.642

+17,0%



Highlights - Δ % Volume 23/22 & Market Share (MS)

Δ % Volume September 23/22



#	Country	MS September 2023 YTD	Δ VS 2022	Sales Volume September 2023 YTD
1	GER	22,1%	+14,5%	2.138.066
2	UK	15,0%	+20,2%	1.451.908
3	FRA	13,3%	+15,9%	1.288.624
4	ITA	12,1%	+20,6%	1.176.003
5	SPA	7,3%	+18,5%	711.380
6	BEL	3,9%	+33,2%	374.848
7	POL	3,6%	+10,6%	350.317
8	NET	3,0%	+28,6%	288.961
9	SWE	2,2%	+2,6%	209.969
10	AT	1,9%	+12,5%	182.906



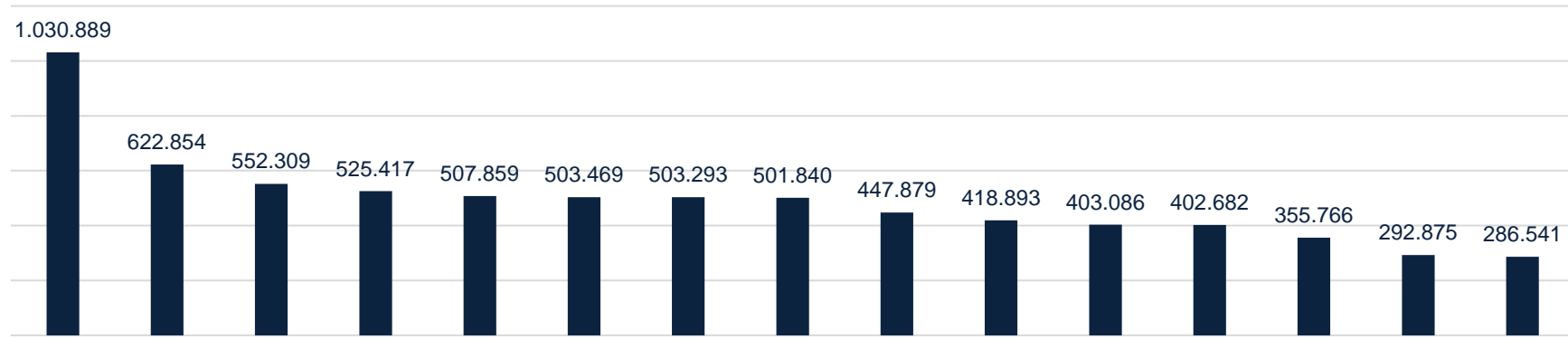
Highlights

- Considering YTD results, **29 countries out of 31 increased in September 2023 YTD** compared to September 2022 YTD, with most significant results for **Portugal (+34,1%)**, **Belgium (+33,2%)** and **Croatia (+32,3%)**. Only 2 countries decreased (Norway and Hungary).
- In the **top 10** for new registrations, **relevant YTD growth** for Belgium, followed by Netherlands, Italy and UK.

Europe | New car registrations by brand



Top 15 – September 2023 YTD



Δ Vol. 23/22	+18,2%	+9,7%	+25,3%	+12,2%	+26,8%	+21,0%	+5,9%	+8,3%	+5,1%	+20,0%	+1,8%	+5,4%	+7,6%	-2,2%	-1,5%
MS '23	10,6%	6,4%	5,7%	5,4%	5,2%	5,2%	5,2%	5,2%	4,6%	4,3%	4,2%	4,2%	3,7%	3,0%	3,0%
Δ MS 23/22	+0,95%	-7,25%	+7,55%	-5,26%	+8,33%	+4,00%	-8,77%	-7,14%	-9,80%	+2,38%	-12,50%	-8,70%	-7,50%	-16,67%	-14,29%



Source: ACEA

(*) Opel includes Vauxhall and Fiat includes Abarth New Car Registrations



01. Europe

02. Italy

- | Market overview
- | Market highlights
- | New car registrations by brand
- | New car registrations by group
- | New car registrations by fuel type
- | New car registrations by segment
- | Used Cars Market Trend
- | Focus on Rental Segment

03. Quarterly special topic
CO2 Emission Trend

04. New car models launches in Italy

05. Commercial & Industrial Vehicles

06. News on key industry trends



Italian Market – Variation of new car registrations 2023 vs 2022

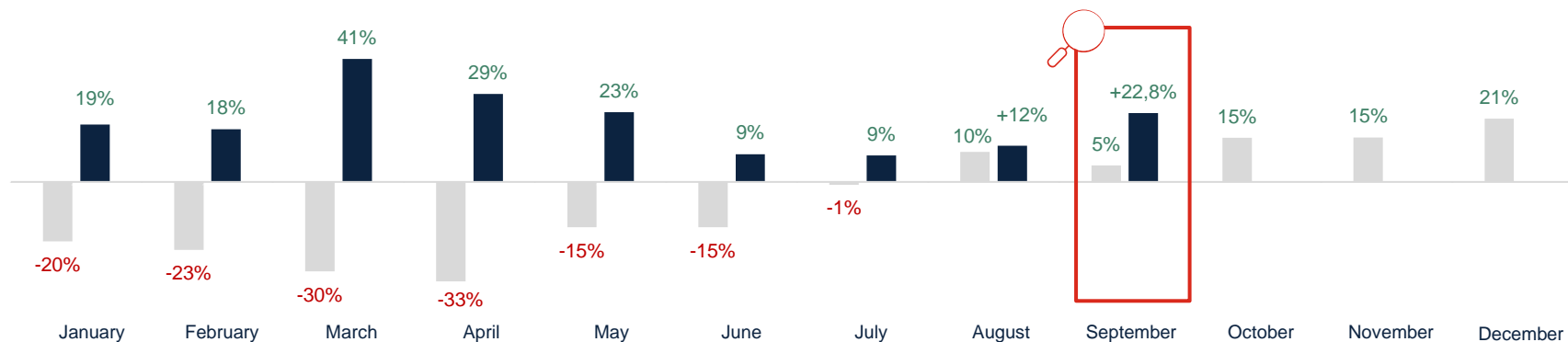
September 2023 Highlights

New registrations in **September 2023** grew by **double digits (+22,8%)** compared to September 2022, consolidating the market recovery **YTD** with 1.176.882 new registrations (+20,6%). The **main factor** behind the positive result is the overcoming of the most critical phase of the semiconductor crisis, thus the **delivery of cars** already ordered in recent months. Another factor is the **growth of the fleet segment**, which represent almost 30% of new registrations 2023 YTD.

In September **EVs** registered a +10,1% with respect to the same period in 2022, but with a loss in terms of MS (-0,9 p.p.) mainly related to the BEVs MS drop (-0,9 p.p.) and the monthly **recovery** of the other fuel types: **HEVs** (+3,8 p.p.) and **Petrol** (+2,1 p.p.).

Among **segments**, segment **C** registered the greatest **growth in Market Share**, followed by **segment D**, while **segment B** remained the segment **with the largest number of new registrations at the annual level**.

Among the top 15 brands by volume, **Jeep** confirmed the **monthly growth** (+109,4%) followed by **Peugeot** (+62,2%); significant increase also for **MG** (+495,2%) while **Tesla** reversed the trend by **registering a decrease** (-25,0%) this month. At **YTD level**, **Fiat** (-4,5%) and **Citroen** (-8,1%) are the only brands in decline.



■ 2021/2022 ■ 2022/2023

Italy | Market Overview

Italian Market – September 2023 vs September 2022

Italy New Car Registrations

2023
2022

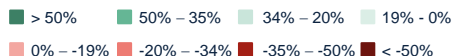
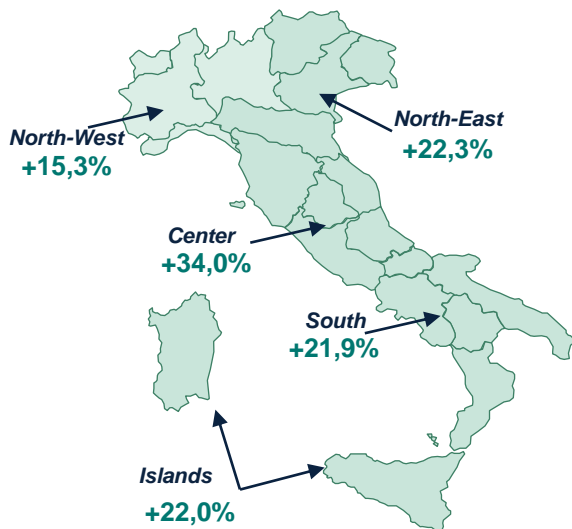
136.283
110.998

22,8%



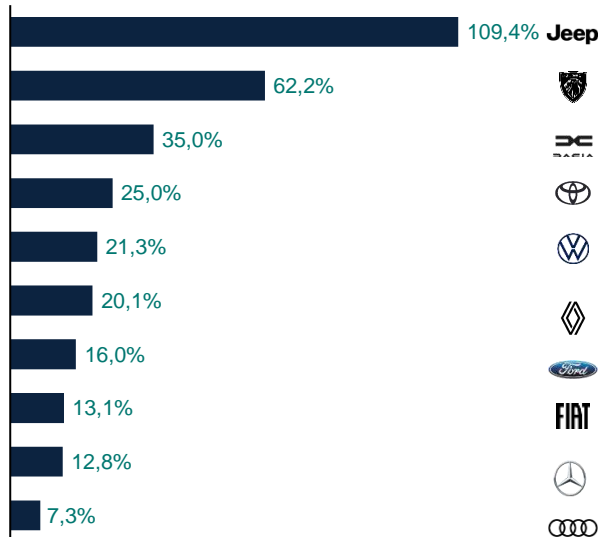
Δ% Volume 23/22 of New Car Registrations

Δ% September 2023/ September 2022



Growth of Top 10 Brands by Volumes

Δ% September 2023/ September 2022



Highlights

- In **September 2023**, the Italian Market **confirmed the positive result** of the previous months with an increase of **+22,8%** compared to September 2022
- In September 2023 all brands in the top 10 by volume registered a growth, **the highest for Jeep (+109,4%), Peugeot (+62,2%) and Dacia (+35,0%)**.
- Volkswagen (+21,3%), Ford (+16,0%) and Fiat (+13,1%)** reversed the negative results recorded in August.
- All regions in the **Italian Market** increased, **Central and Northern-East** regions grew at a higher rate than the **North-West, South and Islands**

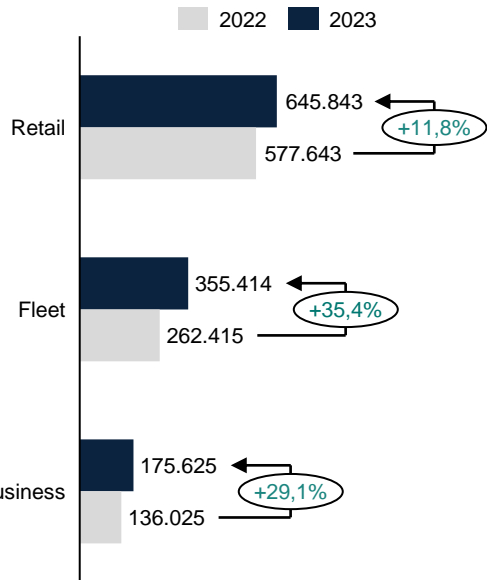
Italy | Market Overview

Italian Market – September 2023 YTD vs September 2022 YTD

Italy New Car Registrations (YTD)	2023	2022	% Change
	1.176.882	976.082	20,6%

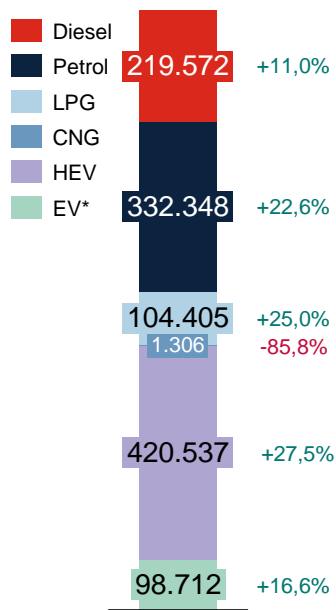
Analysis by “Customer Segment”

Registration YTD '23/'22



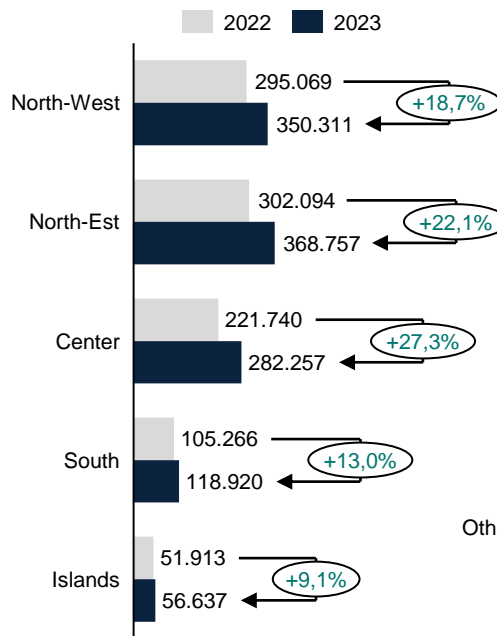
Analysis by “Fuel Type”

Registration YTD '23



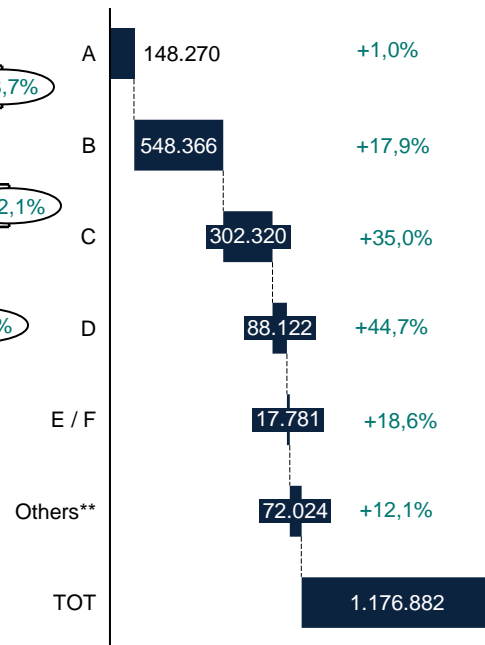
Analysis by “Geographical Area”

Registration YTD '23/'22



Analysis by “Car Segment”

Registration YTD '23/'22



Source: UNRAE

(*) EV: Electric Vehicle (Hybrid and Electric); CNG: Compressed Natural Gas (Methane and Ethanol) (**) Others: Station wagon, MPV, Sportive

Italy | Market Highlights

Italian Market – Distribution channels – September 2023 YTD vs September 2022 YTD

Italy New Car Registrations (YTD)

2023
2022

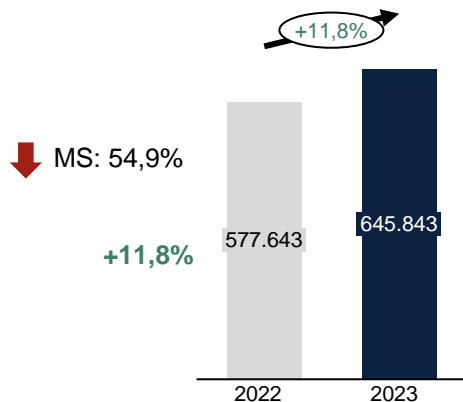
1.176.882

976.082

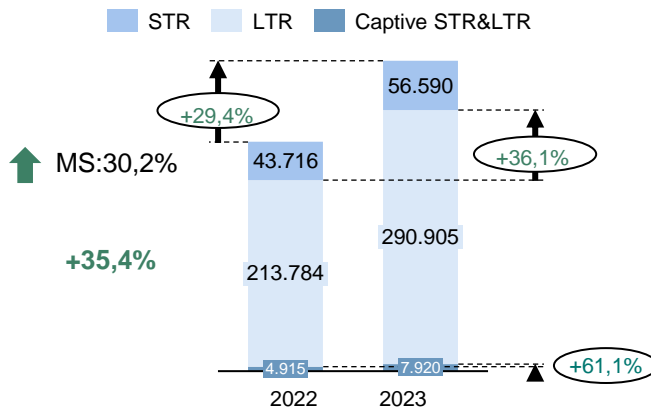
20,6%



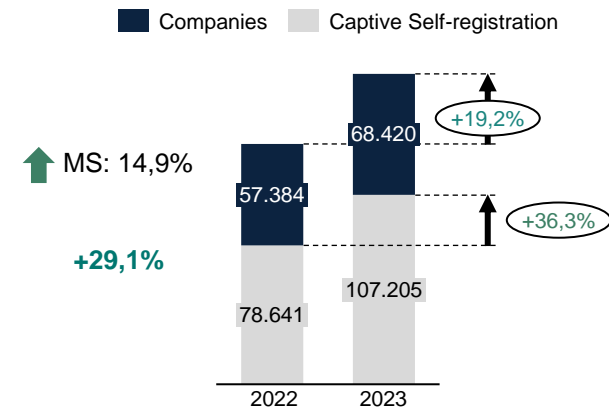
Retail (Private Customers)



Fleet (LTR, STR and Captive LTR&STR*)



Business (Company registrations**)



■ Compared to **September 2022 YTD**, in **2023** the **Retail** segment registered an increase of +11,8% (68.200 additional units sold) but also the largest drop in terms of Market Share -4,3 p.p. (54,9% in September 2023 vs. 59,2% in September 2022), continuing to lose share to the Fleet segment

■ **Fleet segment** confirmed in September YTD 2023 the positive result (+35,4%) already recorded in August, led mainly by the **LTR** cluster. Among the three channels, Fleet showed the highest increase in its MS (+3,3 p.p.), led by **LTR** (+2,8 p.p., 24,7% in September 2023 vs 21,9% in September 2022) and **STR** (+0,3 p.p., 4,8% in September 2023 YTD vs 4,5% in September 2022 YTD)

■ **Business segment** registrations increased in September, and also in MS (+1,0 p.p.), reversing the negative trend of previous months. **Companies'** segment lost MS (-0,1 p.p.) to the **Captive self-registrations** segment (+1,1 p.p.).

Market Share YTD increase / decrease September 2023 / September 2022 (YTD)
 Δ% Volume September 2023 / September 2022 (YTD)



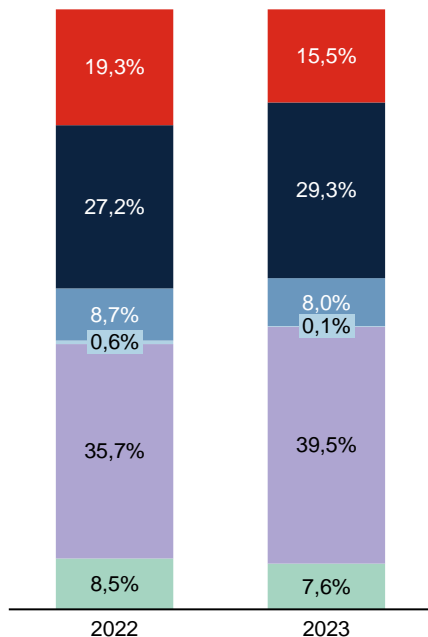
Source: UNRAE

(*) Self-registrations related to LTR&STR use made by Dealers and OEMs; (**) Including Dealers and OEMs self-registrations not related to LTR & STR



“Fuel Type” mix evolution (Market Share)

■ Diesel
 ■ Petrol
 ■ LPG
 ■ CNG
 ■ HEV
 ■ EV



	PHEV	BEV
MS Sept '22	4,0%	4,5%
MS Sept '23	4,0%	3,6%
MS Delta Sept '23 vs. '22	+0,0 p.p.	-0,9 p.p.

- In September 2023 **EVs showed a decrease in their Market Share (-0,9 p.p.) compared to 2022**
- **HEV** registered the **higher increase** in terms of Market Share (+3,8 p.p.), followed by **Petrol** (+2,1 p.p.), while the other fuel types recorded a drop (**Diesel** -3,8, p.p., **LPG** -0,7 p.p. and **CNG** -0,5 p.p.)
- **Regarding the EVs cluster**, the MS decline was due to the decrease in the BEV segment (-0,9 p.p.), while PHEVs showed no change.

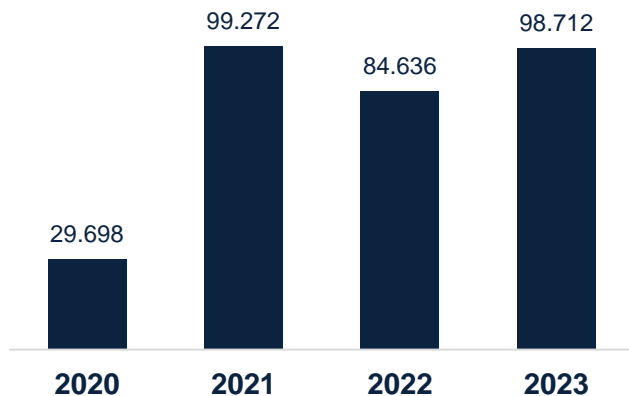
Italy | New car registrations by fuel type



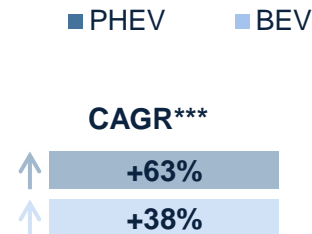
New car registrations of Hybrid vs Pure Electric vehicles

PHEV and BEV Registrations Trend September '23 YTD

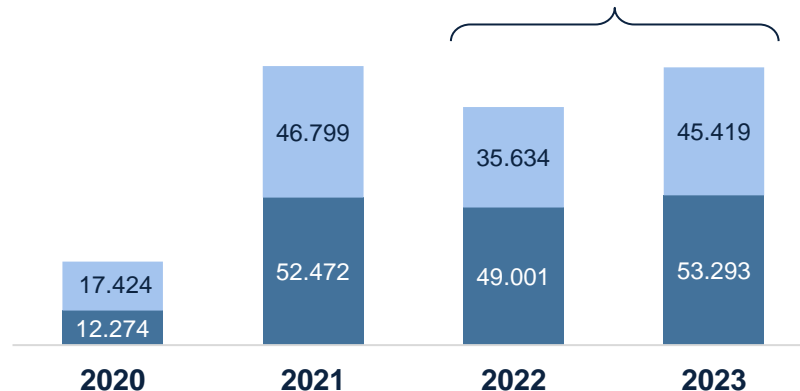
Delta YoY	155%	234%	-15%	17%
M.S.	3,1%	8,5%	8,7%	8,4%



PHEV* and BEV** Vehicles Trend September '23 YTD



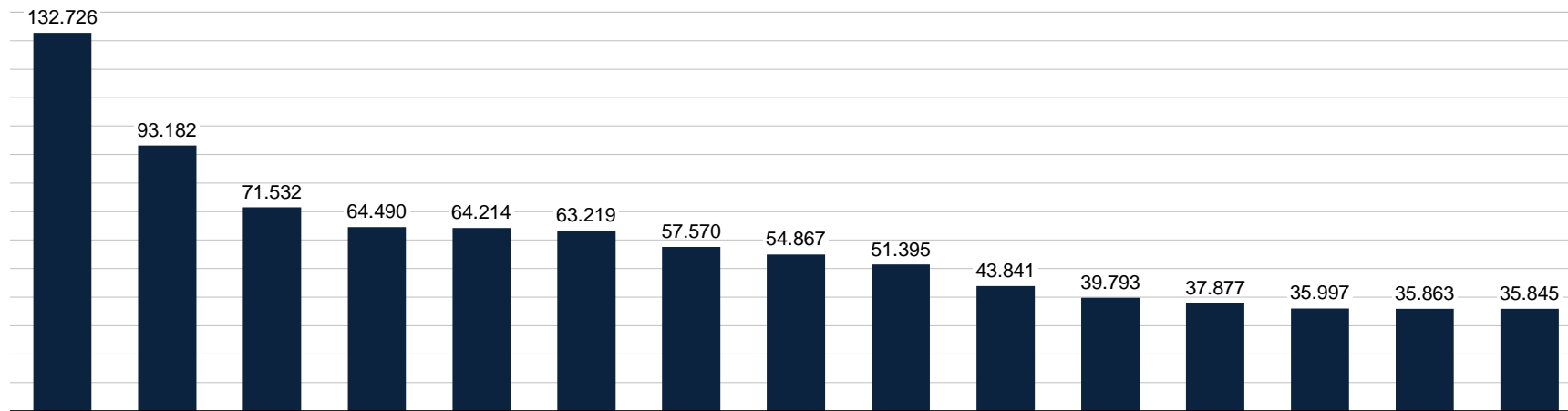
Even if PHEV and BEV registrations grew in 2023 compared to 2022 (+17%), their MS slightly decreased (-0,3 p.p.). The current level of PHEV and BEV in Italy is far below expectations and behind the shares recorded in the main European countries (on average for the top 10 European Countries by volume, 26% M.S., +43% growth 2023 vs 2022)



Italy | New car registrations by brand



New car registrations by brand – September 2023 YTD (1/3)



Brand	M.S. '23	Δ M.S. 23/22
FIAT	11,28%	-20,79%
VW	7,92%	-0,38%
Toyota	6,08%	-9,79%
Dacia	5,48%	+6,20%
Peugeot	5,46%	-0,55%
Ford	5,37%	-8,21%
Renault	4,89%	+9,89%
Jeep	4,66%	+21,99%
Audi	4,37%	+7,90%
BMW	3,73%	+6,57%
Mercedes-Benz	3,38%	-23,87%
KIA	3,22%	-4,73%
Hyundai	3,06%	-3,77%
Opel	3,05%	-0,97%
Other	3,05%	-15,75%

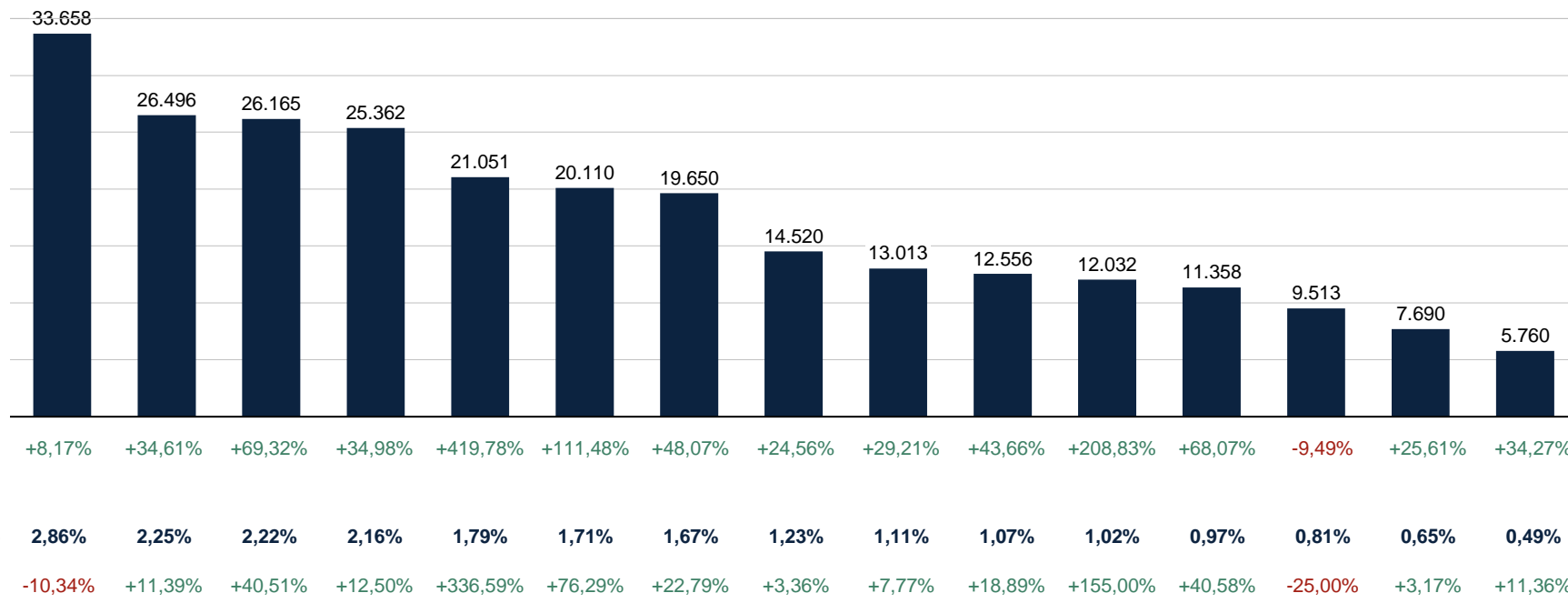


Source: UNRAE

Italy | New car registrations by brand



New car registrations by brand – September 2023 YTD (2/3)

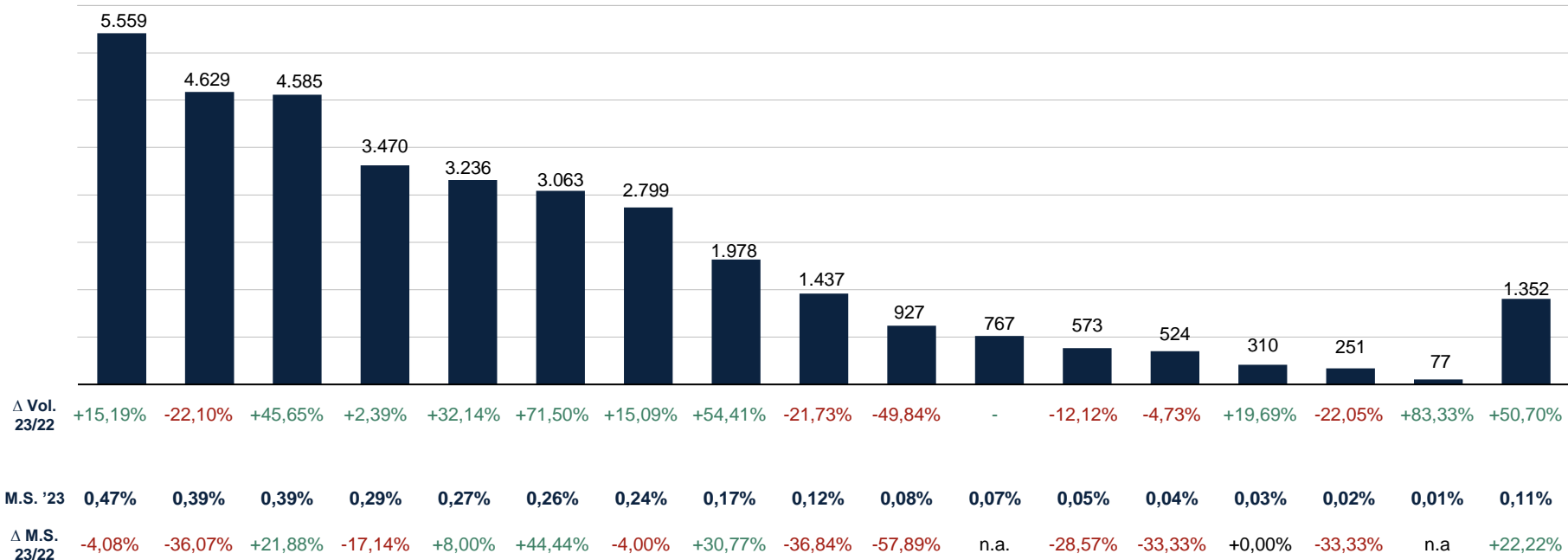


Source: UNRAE

Italy | New car registrations by brand



New car registrations by brand – September 2023 YTD (3/3)



Source: UNRAE

Italy | New car registrations by group



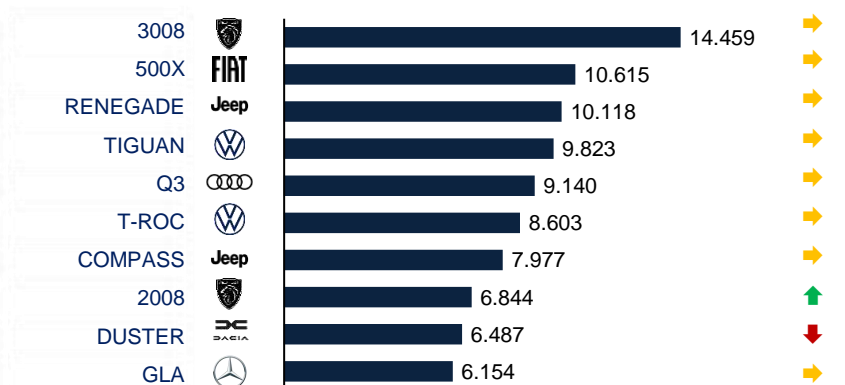
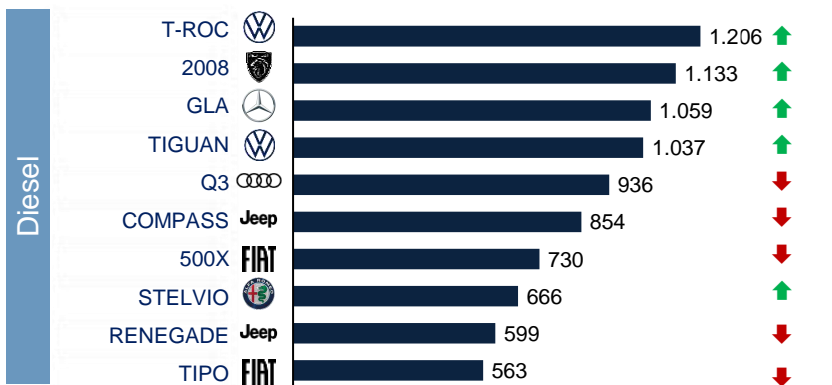
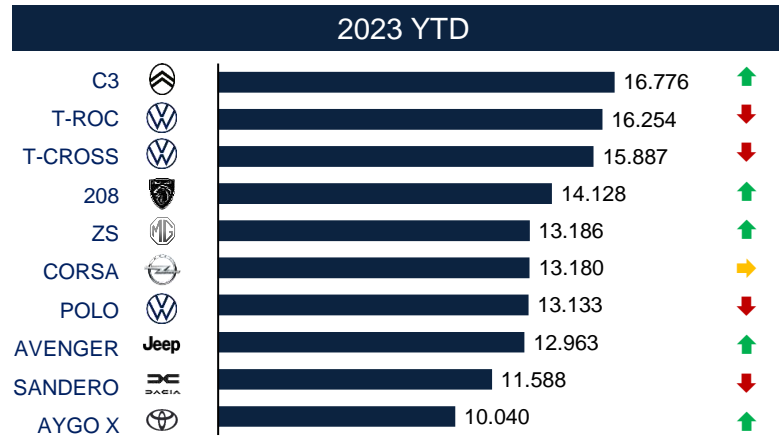
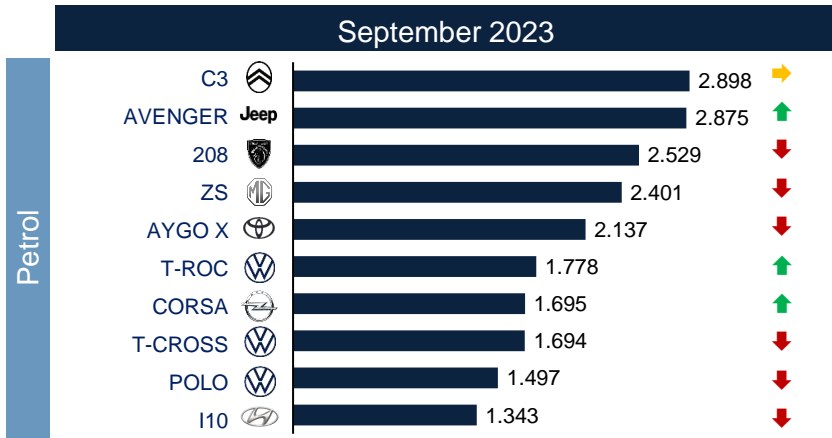
New car registrations by group – Top 15 – September 2023 YTD

	Group	Brand	Volume	Δ% Volume '23 vs '22	Market Share (%)
1	Stellantis		390.036	9,8%	33,1%
2	Volkswagen		192.318	23,8%	16,3%
3	Renault		122.060	30,2%	10,4%
4	Toyota		74.331	8,9%	6,3%
5	Ford		63.219	10,7%	5,4%
<i>Top 5: 71,5%</i>					
6	BMW		58.361	27,4%	5,0%
7	Mercedes-Benz		41.347	13,6%	3,5%
8	KIA		35.997	15,9%	3,1%
9	Hyundai		35.863	19,5%	3,1%
10	Nissan Group		26.496	34,6%	2,3%
<i>Top 10: 88,5%</i>					
11	Suzuki		26.165	69,3%	2,2%
12	DR Group		24.235	47,6%	2,1%
13	MG		21.051	419,8%	1,8%
14	Volvo		13.013	29,2%	1,1%
15	Tesla		12.032	208,8%	1,0%

Italy | New car registrations by fuel type



New car registrations by fuel type – Top 10 – Petrol and Diesel



Source: UNRAE

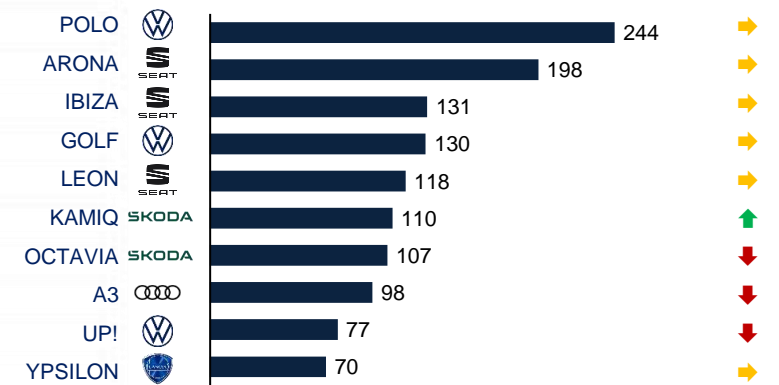
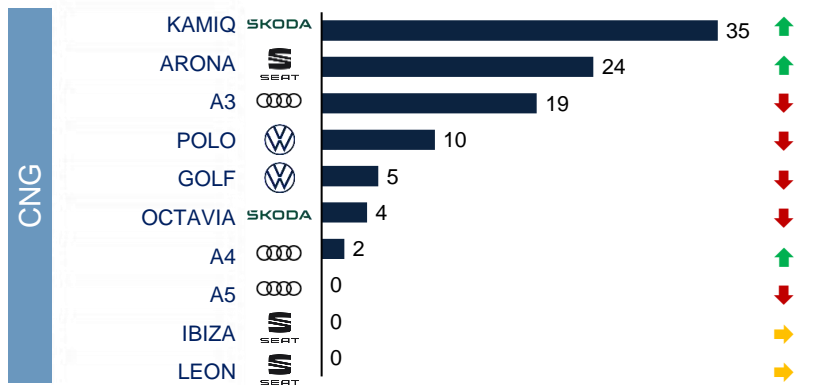
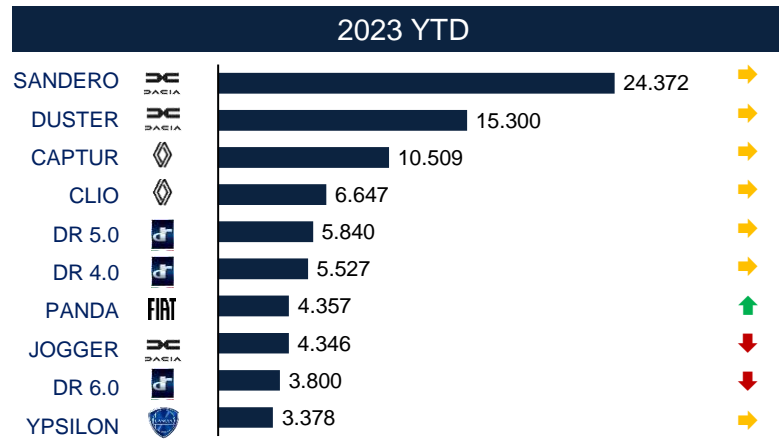
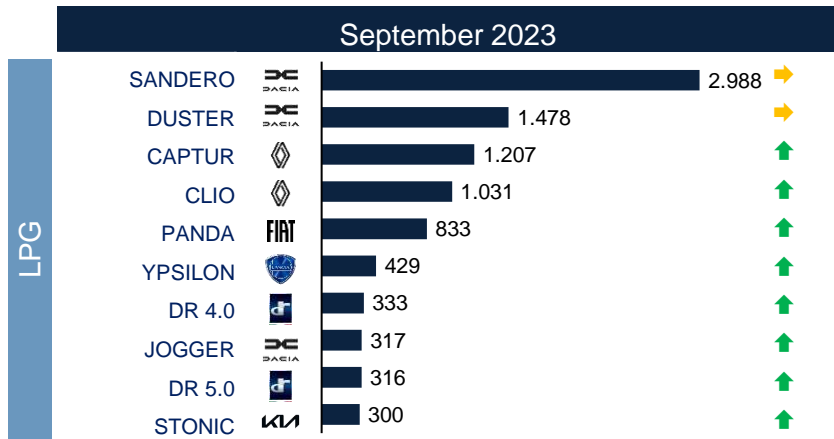


Ranking variation compared to previous period

Italy | New car registrations by fuel type



New car registrations by fuel type – Top 10 – LPG and CNG



Source: UNRAE

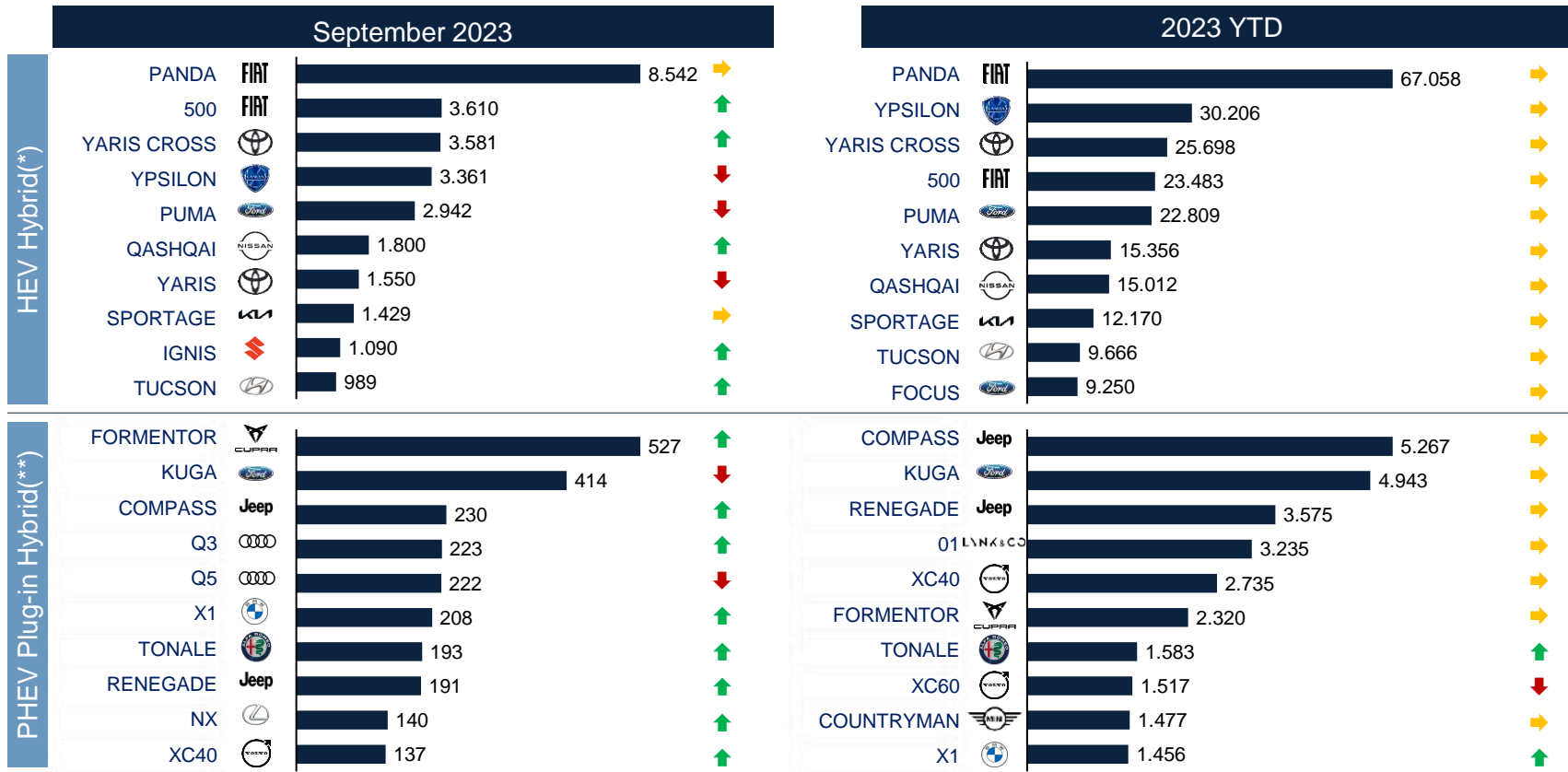


Ranking variation compared to previous period

Italy | New car registrations by fuel type



New car registrations by fuel type – Top 10 – Hybrid (HEV and PHEV)



Source: UNRAE

(*) Hybrid Electric Vehicle (HEV), (**) Plug-in Hybrid Electric Vehicle (PHEV)

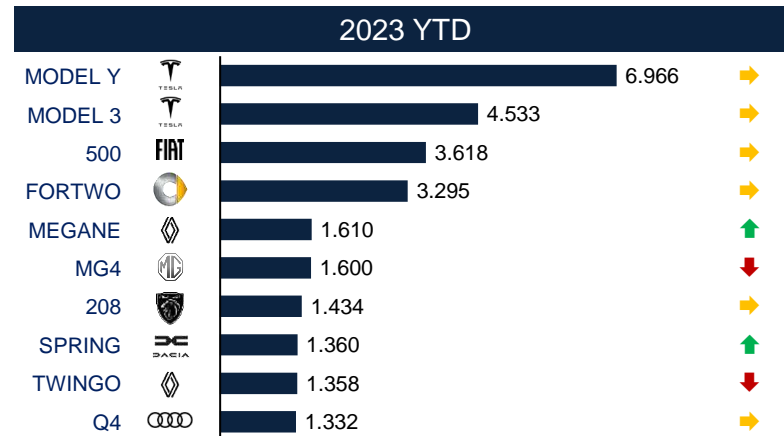
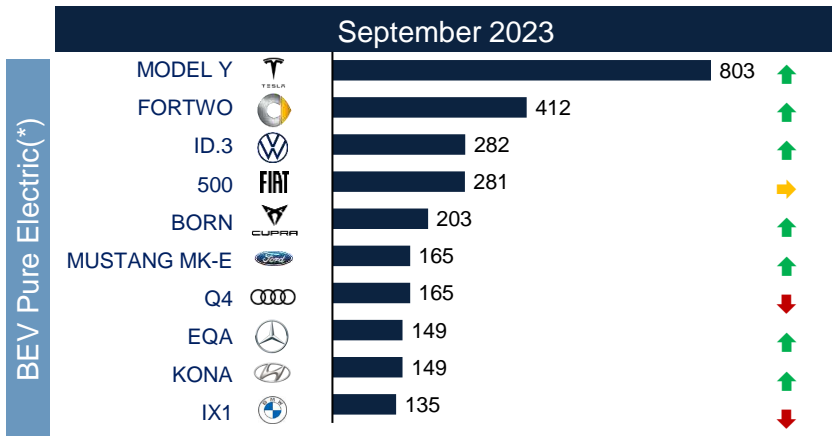


Ranking variation compared to previous period

Italy | New car registrations by fuel type



New car registrations by fuel type – Top 10 – Pure Electric (BEV)



Italy | New car registrations by segment



Overview of new car registrations by segment

Segments Growth in Market Share*

A
«Utility/City»



-2,4 p.p.

B
«Supermini»



-1,0 p.p.

C
«Medium»



2,7 p.p.

D
«Executive»



1,2 p.p.

E/F
«Luxury &
Ultra Luxury»



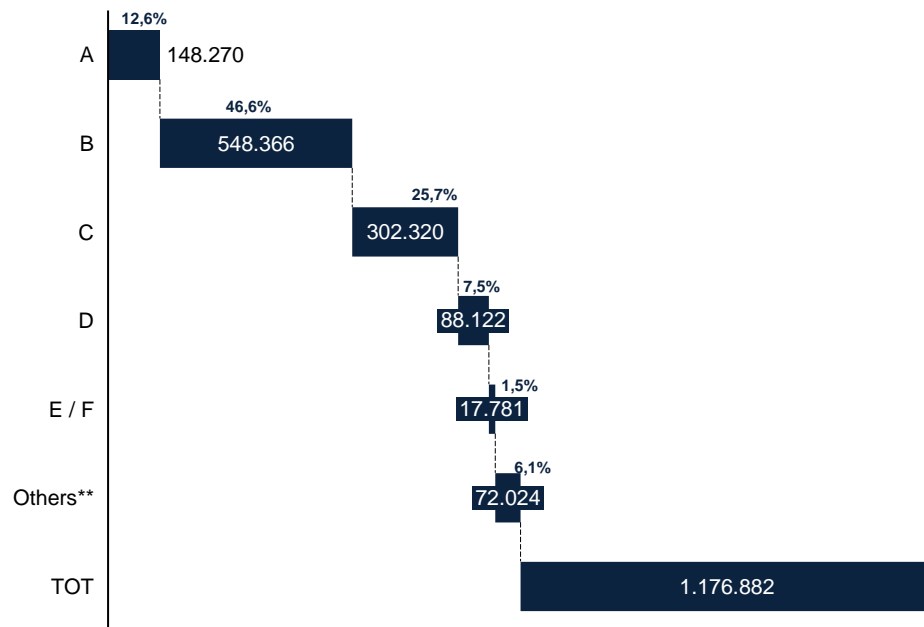
0,0 p.p.

Others
«Station wagon,
MPV, Sportive»



-0,5 p.p.

Market Share and Volume**



Italy | New car registrations by segment

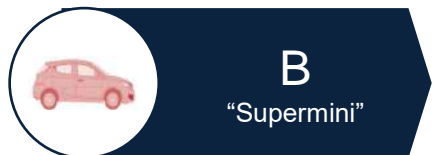
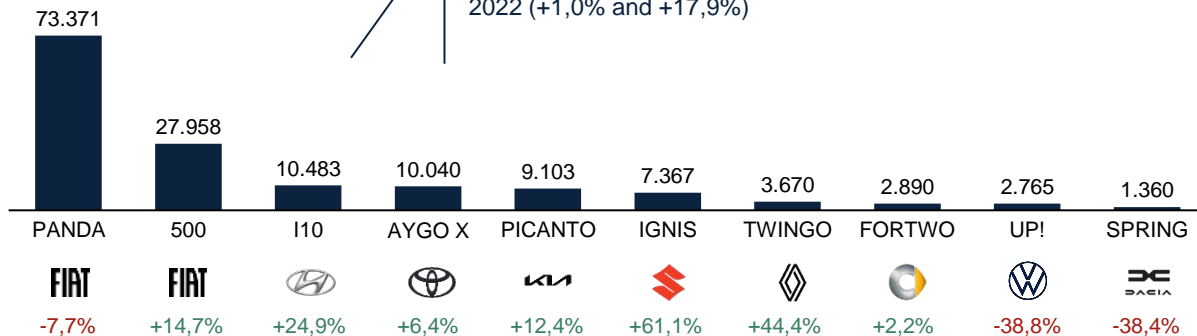


Segment A and Segment B – Top 10 – September '23 YTD

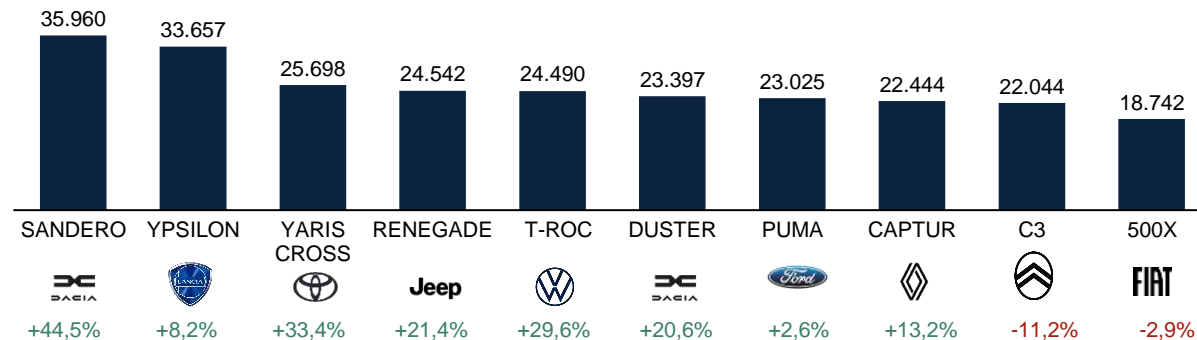
In terms of **MS**, in September 2023 YTD both **Segment A** and **Segment B** registered a decrease (-2,4 p.p. and -1,0 p.p.) vs September 2022. Considering the volumes, in September 2023 YTD both **Segment A** and **Segment B** increased vs. September 2022 (+1,0% and +17,9%)



Δ Vol. %
23/22 YTD



Δ Vol. %
23/22 YTD



Italy | New car registrations by segment

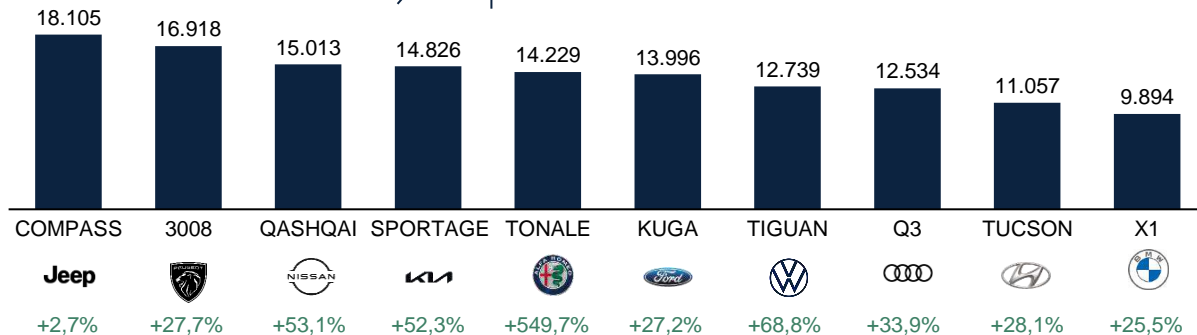
Segment C and Segment D – Top 10 – September '23 YTD



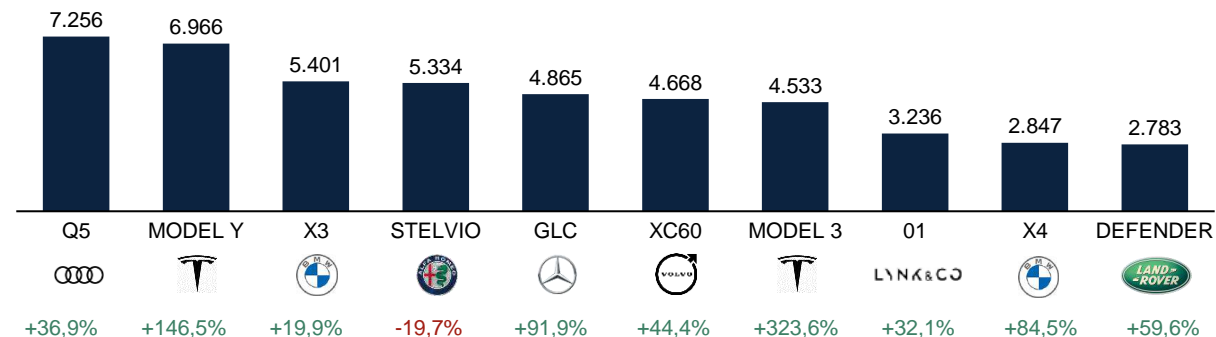
In terms of **MS**, in September 2023 YTD both **Segment C** and **Segment D** registered an increase (+2,7 p.p. and +1,2 p.p.) vs September 2022. Considering the volumes, in September 2023 YTD both **Segment C** and **Segment D** increased vs. September 2022 (+35,0% and +44,7%)



Δ Vol. %
23/22 YTD



Δ Vol. %
23/22 YTD



Italy | New car registrations by segment

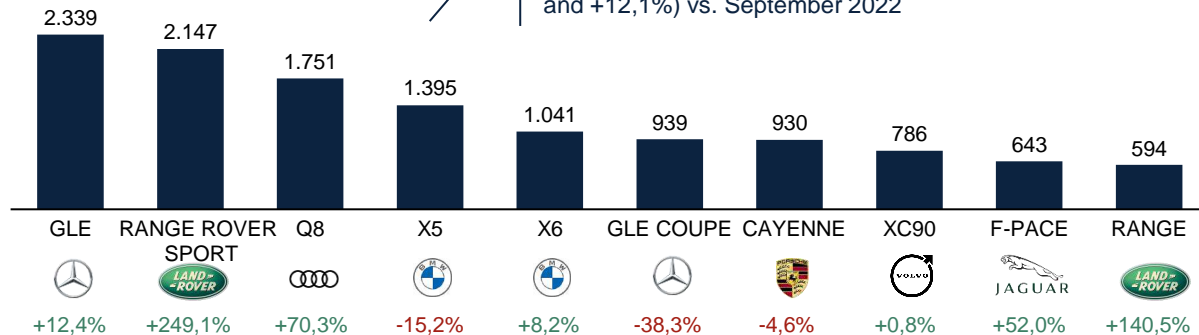


Segment E/F and Others – Top 10* – September '23 YTD

In terms of **MS**, in September 2023 YTD, **Segment E/F** recorded no change (+0,0 p.p.), while **Others** decreased (-0,5 p.p.) vs September 2022. In terms of volumes, in September 2023 YTD both **Segment E/F** and **Others** increased (+18,6% and +12,1%) vs. September 2022

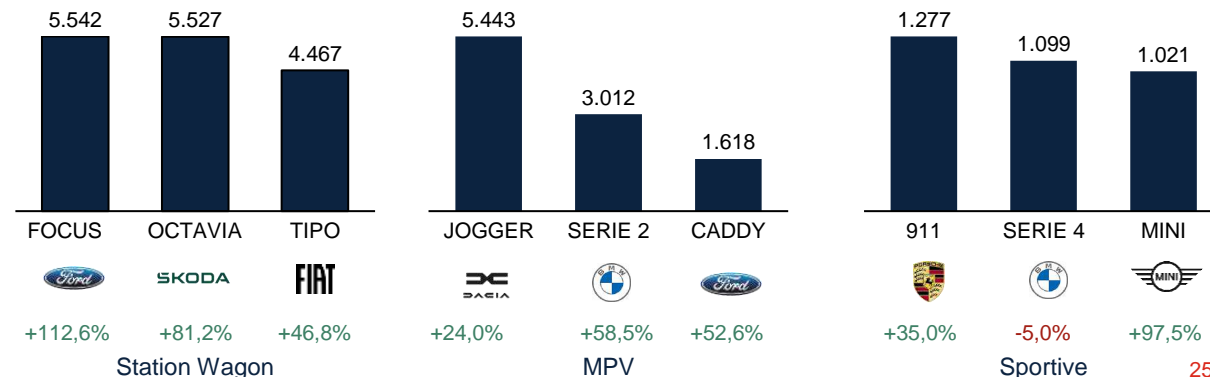
E/F
"Luxury & Extra Luxury"

Δ Vol. %
23/22 YTD



Others
"Station Wagon, MPV, Sportive"

Δ Vol. %
23/22 YTD



Source: UNRAE

(*) For the "Others" Segment, that includes Station Wagon, MPV, Sportive, the top three by type are shown

Italy | Market Overview

Italian Market – Used Cars Market Trend

Italy Used Car Transfer of Ownership '23 vs '22 YTD

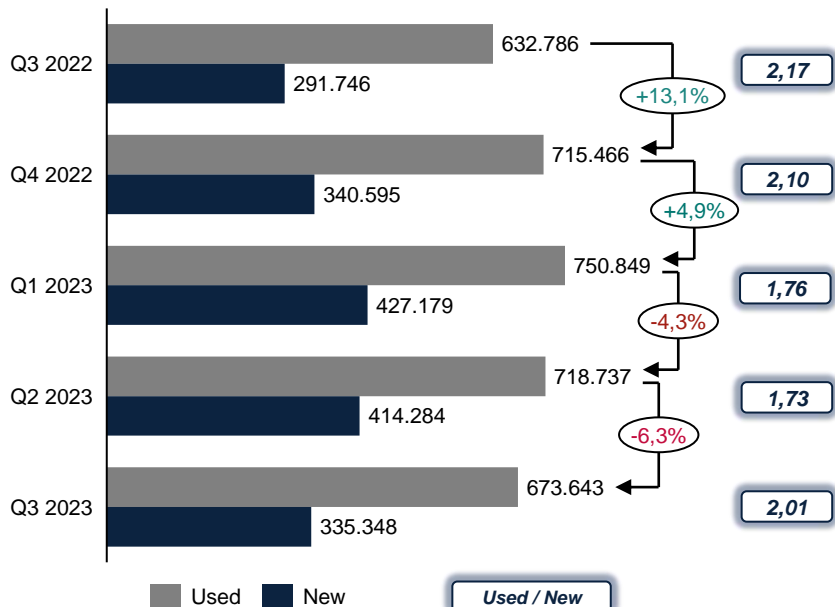
2023 2.143.229
2022 2.010.841

+6,6%

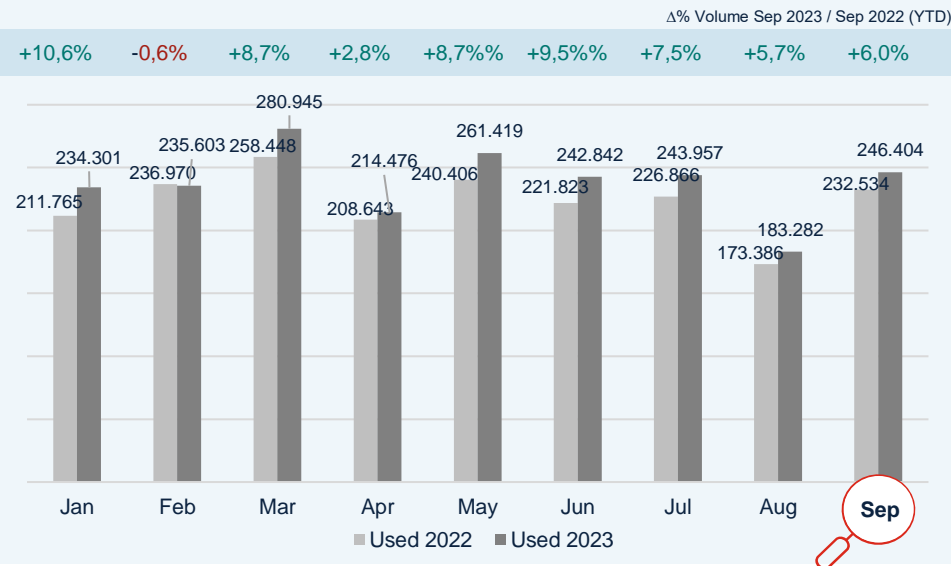


After the peak recorded in Q1 2023, Used Cars volumes declined in subsequent quarters, but still remained above the monthly values recorded in the same period of 2022. In fact, **Q3 2023 showed a further decrease compared to Q2 2023 (-6,3%)**, but still a **+6,5%** compared to the same period in 2022

2023 Used Car vs New Registrations quarterly trend



2023 vs 2022 Used Car monthly trend



Italy | Market Overview

Italian Market – Geographical analysis of Used cars vs. New Registrations '23 YTD

Geographically, **Northern** regions registered the **highest number of used cars** (45,3%), while Southern regions the **highest used cars/new cars ratio**, with an average of 4,36 used cars for every new car

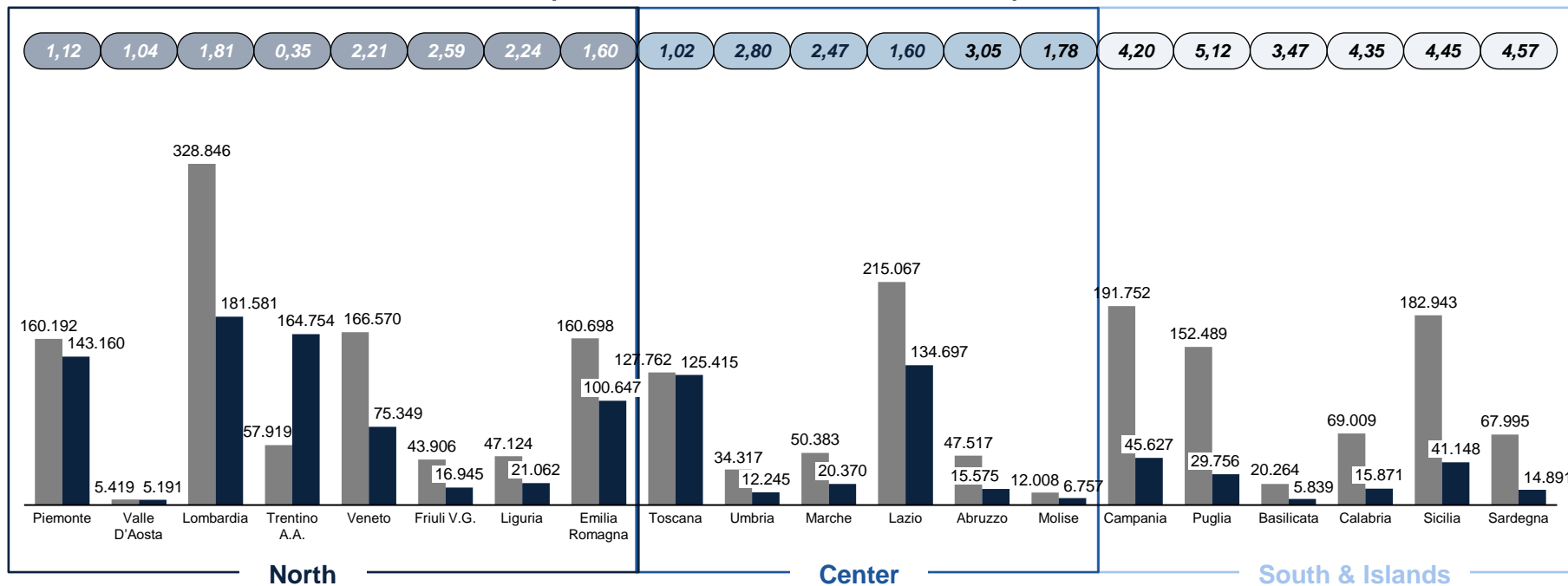
North 970.674

Center 487.054

South & Islands 684.452



Ratio Used / New for each Italian Region



Used New



Source: ACI

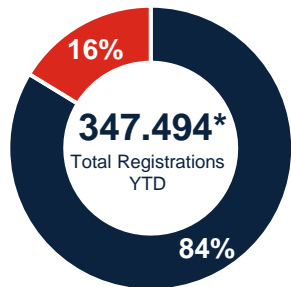
Italy | Focus on Rental Segment



Italian Rental Segment in the first three quarters of 2023

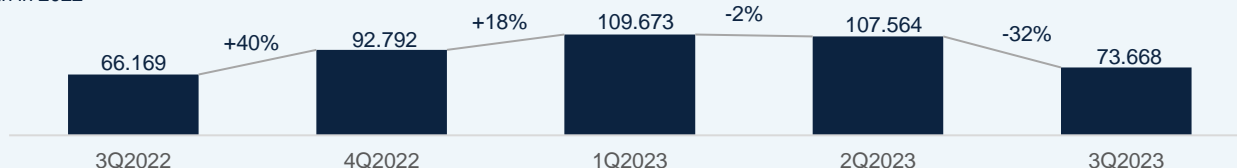
Rental is confirmed as the distribution channel driving the Market, registering a total of **347.494*** new registrations in the first three quarters of 2023 (+36% compared to the same period 2022)

Distribution by LTR and STR – first three quarters of 2023

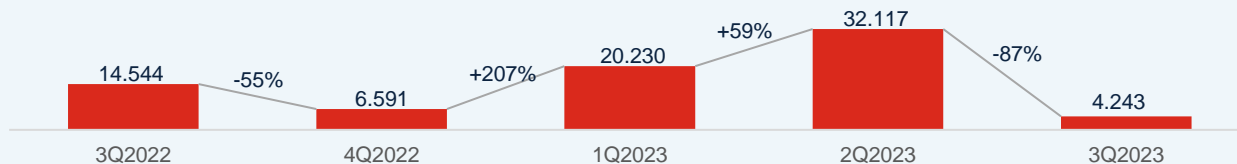


- LTR
- STR

The **Long Time Rental** segment showed a **positive trend** in 2023, continuing to grow when compared to 2022, especially in the first quarter. However, in the 2Q 2023, **the LTR registered a slowdown in growth**, marking only a -2% from the previous registered growth of the 1Q 2023, followed by a steep decrease between Q2 and Q3, adding to a -32%. On a positive note, despite the decrease the numbers remained overall higher than in 2022.



The **Short Time Rental** segment displayed a swinging trend during between 2022 and 2023, with **peaks of rentals** happening during the **Q1 and Q2 2023**, followed by a sharp decrease in the following quarter (-87%), comparable to the one happened between Q3 and Q4 2022 (-55%). Overall, in 2023 there was an **increase** in numbers in respect to the previous year, but it is balanced by the aforementioned drop in the third quarter.

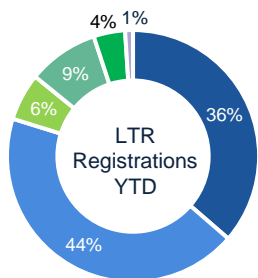


80.713	+23%	99.383	+31%	129.903	+8%	139.681	-44%	77.910	Total per Quarter
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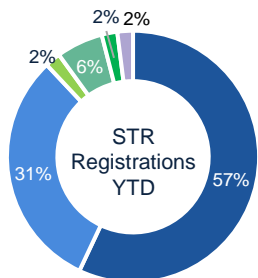
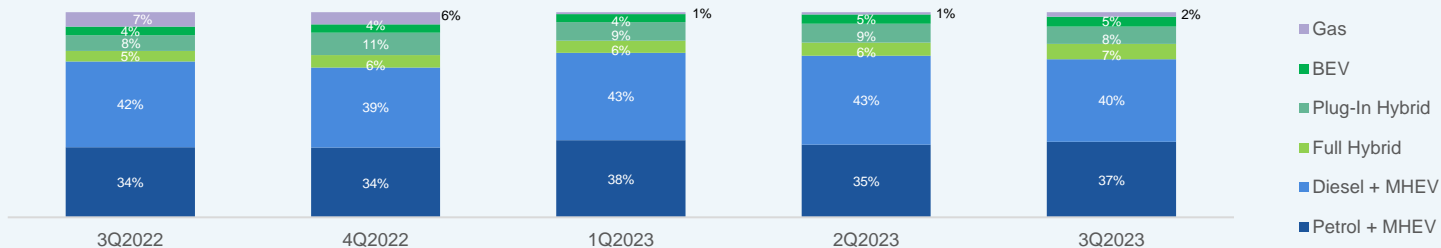
Italy | Focus on Rental Segment



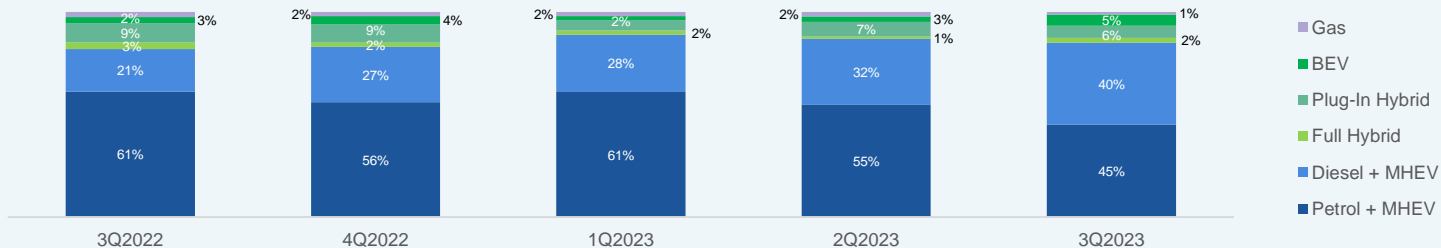
Italian Rental Segment in the 3Q 2023 | Focus on Fuel Type



Focusing on a one-year window, comparing 3Q 2023 with 3Q 2022, **Full Hybrid and BEV registered the highest growth in terms of Market Share (+40% and +25% respectively)**. Larger drop for **Gas**, which lost share (-71%)



When comparing the 3Q2023 with 3Q2022, the **highest increase in Market Share** was recorded by **Diesel + MHEV (+93%)** and **BEV (+81%)**, which gained market over Full Hybrid (-32%), Gas (-48%) and Petrol+MHEV (-26%).



80.713 —+23%— 99.383 —+31%— 129.903 —+8%— 139.681 —-44%— 77.910

Total per Quarter

Italy | Focus on Rental Segment



Top 10 LTR Operators in the Q3 2023

Q3 2023 vs Q3 2022 registrations	2023 vs 2022 YTD	YTD MS	2023 vs 2022 MS
Arval  39,1%	+50,3%	18,7%	+2,1%
LeasePlan  83,3%	+60,8%	12,9%	+2,2%
ALD Automotive  62,6%	+37,8%	12,6%	+0,4%
-28,9%  Leasys	+18,9%	15,3%	-1,8%
-5,1%  Volkswagen Leasing	+19,3%	9,5%	-1,1%
UnipolRental  75,3%	+77,2%	8,1%	+2,0%
Alphabet  32,1%	+13,6%	3,0%	-0,5%
-61,4%  Drivalia	+11,2%	5,7%	-1,1%
ES Mobility  42,1%	+101,3%	1,73%	+0,6%
KINTO Italia  23,8%	+54,3%	2,0%	+0,3%

Italy | Focus on Rental Segment



Top 10 STR Operators in the Q3 2023

Q3 2023 vs Q3 2022 registrations		2023 vs 2022 YTD	YTD MS	2023 vs 2022 MS
Rental cars from dealers	102,8%	+68,7%	10,3%	+1,6%
-80,6%	Avis Budget Italia	+26,1%	19,7%	-2,6%
-18,7%	SIXT	+146,7%	7,9%	+3,3%
-76,8%	Europcar	+212,4%	11,8%	+6,4%
-52,5%	Noleggiare	+152,9%	6,7%	+2,9%
-88,3%	Hertz	-3,1%	13,8%	-6,5%
Locauto Rent	n.a.	n.a.	3,3%	+3,3%
	Felirent 40,7%	+438,7%	2,1%	+1,5%
-71,9%	Rental Plus	+50,1%	3,5%	+0,2%
	Sinergia Rent 75,9%	+455,03%	1,1%	+0,8%



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CO2 Emission Trend**

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Italy | Registrations by CO2 emissions

Analysis of new car registrations in Italy | 2023 YTD

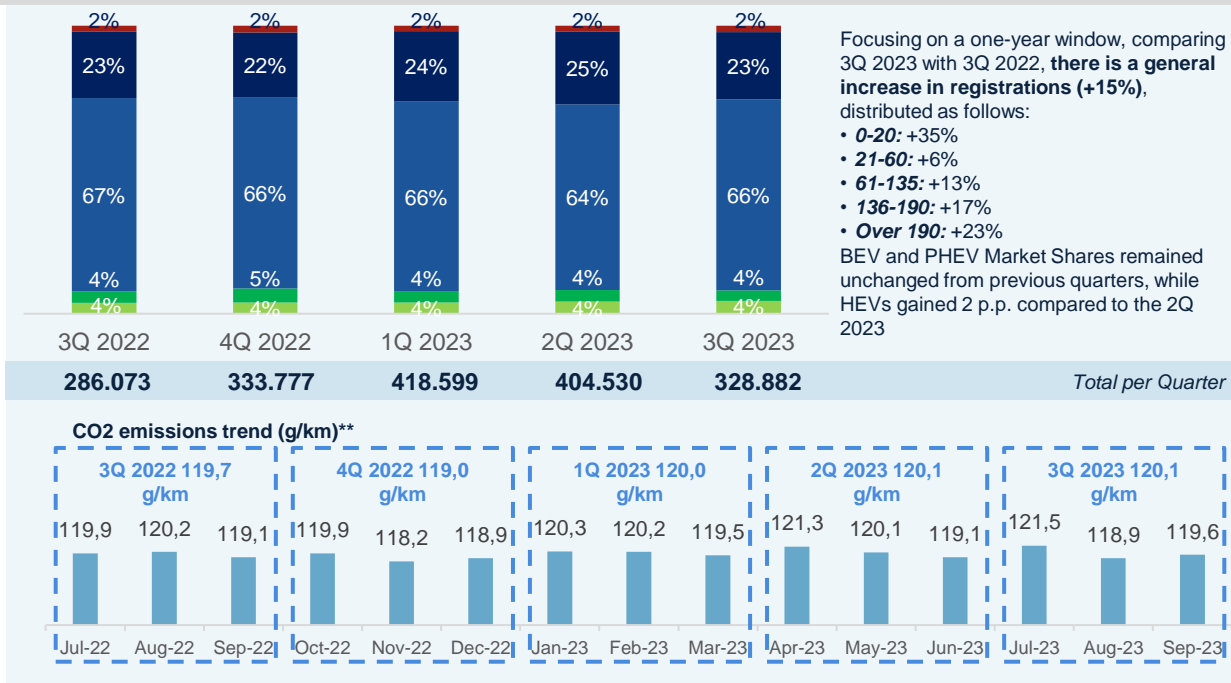


In the first three quarters of 2023, **1.152.012** cars were registered* (+20,7% compared to 2022), only 8% **plug-in vehicles** (hybrids and full electric). The average emissions of vehicles registered in 3Q 2023 are in line with the previous quarters of 2023 but have increased compared to 3Q 2022. This is mainly due to the above-average growth of 136-190 clusters, which is partially balanced by BEVs, while the growth of PHEVs although recovering from the previous quarter, is still very low

Registrations distribution by CO2 emissions



■ 0-20 ■ 21-60 ■ 61-135 ■ 136-190 ■ Over 190



Focusing on a one-year window, comparing 3Q 2023 with 3Q 2022, **there is a general increase in registrations (+15%),** distributed as follows:

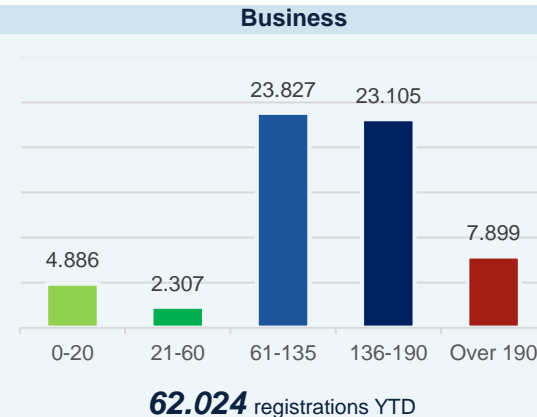
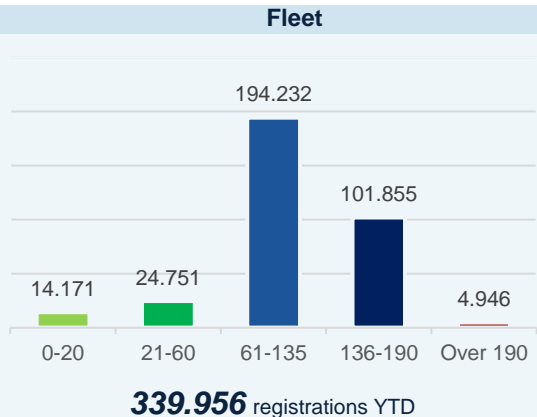
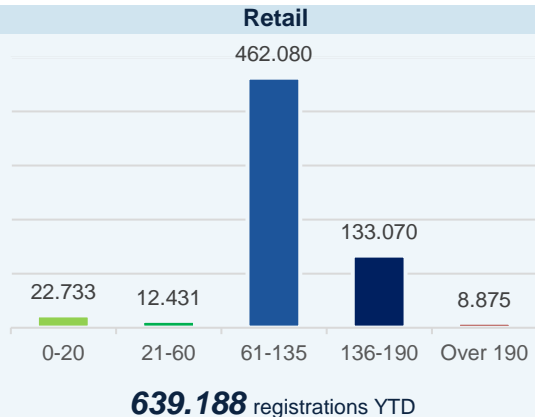
- **0-20:** +35%
- **21-60:** +6%
- **61-135:** +13%
- **136-190:** +17%
- **Over 190:** +23%

BEV and PHEV Market Shares remained unchanged from previous quarters, while HEVs gained 2 p.p. compared to the 2Q 2023



Analysis of new car registrations in Italy by channel | 2023 YTD

Focusing on the Retail, Fleet and Business segment, **1.041.168*** cars were registered in the first three quarters of 2023; **Fleet and Retail segments contributed the most in terms of emissions**, with the largest number of “green” cars compared to total registrations. All segments experienced a decrease in registrations with high emissions (over 190) compared to the previous quarters



Comparing the first three quarters of 2023 with the same period in 2022, all clusters by emission grew. The highest increase for full electric vehicles, whose registrations rose from 14.638 in the first three quarter of 2022 to 22.733 in the same period of 2023, with an increase of 55%.

Comparing the three quarters of 2023 with the same period in 2022, all clusters increased. The **highest results** in terms of registrations are recorded for ICE vehicles with emissions between 136 and 190 (136-190: +63%, >190: 41%). Good growth also for the full electric vehicles with a +42% compared to 2022.

With respect to the first three quarters of 2022, full electric vehicles registrations increased (+41%), while plug-in hybrid continued their decrease (-26%). ICE vehicles with emission >136 also increased (136-190: +28%, Over 190: +36%).



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New Car Models Launches in Italy

New models launch per brand – Roadmap 2023 (1/3)

	A			B		C		D		F		H		
											FIAT			
Jan	Giulia ✓	DBX707 ✓		M3 Touring ✓						Purosangue ✓				
Feb	Stelvio ✓		S4 e S5 black edition ✓		C4 X C5 Aircross ✓									
Mar				XM ✓			Jogger Ecosmart ✓							Ioniq 6 ✓
Apr														Kona ✓
May														
Jun				X5, M2 ✓										
Jul														
Aug				Serie 7 ✓										
Sep														
Oct		Aston Martin DB12 →								Ferrari Roma Spider →	600e →	E-Transit Custom →	CR-V →	Ioniq 7 →
Nov			Audi Q7 e Q8 →	Serie 5 →								Kuga, Mustang →	ZR-V →	
Dec	Brennero 33 Concept 		A3 Allstreet Q6 e-tron →	X2, iX2 →							B-Suv e 595 e 		Civic Type R →	Santa Fe

New Car Models Launches in Italy

New models launch per brand – Roadmap 2023 (2/3)

	I	J	K	L	M	N			
		JAGUAR	Jeep	KIA					
Jan									
Feb									
Mar									
Apr			Avenger e						
May		F-Type 75							
Jun									
Jul									
Aug									
Sep									
Oct				EV9					
Nov				Korando E Motion	Aventador				
Dec			Recon	X200, Torres	Urus Evo				

- Launch Concluded
- Launch Postponed
- Launch Anticipated

- Commercial Launch of New Model
- Facelift / Technical Update
- (P) Premiere

New Car Models Launches in Italy

New models launch per brand – Roadmap 2023 (3/3)

	O	P	R	SEAT	SKODA	S	SUZUKI	T	V		
Jan											EX90
Feb		408 ✓		Austral ✓			Forester ✓		Corolla ✓		
Mar											
Apr	Corsa ✓		Cayenne ✓								
May											
Jun	Astra GSe Astra-E ✓									Touareg ✓	
Jul				Clio ✓							
Aug		e-308 sw, e-308 ✓				#1 ✓			BZ4x ✓		
Sep											
Oct		3008 Mild Hybrid	Macan EV →	Arkana →				Swift		ID.7, Tiguan ID.3 GTX →	
Nov		208 →		Grand Austral Scenic E-Tech →						ID.Aero	
Dec		5008 Mild Hybrid		5 E-tech Electric		Elroq →		Cybertruck	Land Cruiser CH-R →	Golf, T-Cross, Tiguan	XC 20 EX 30



Source: Quattroruote, Motor1

- ✓ Launch Concluded
- Launch Postponed
- ← Launch Anticipated

- Commercial Launch of New Model
- Facelift / Technical Update
- (P) Premiere



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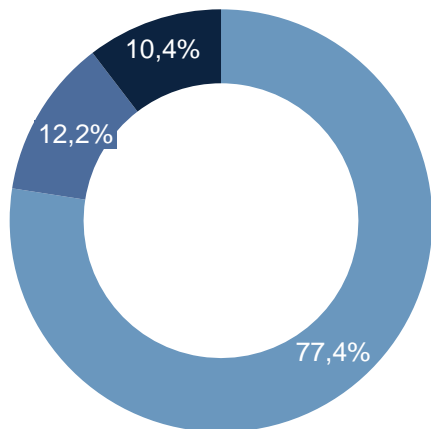
06. News on key industry trends



Commercial and Industrial Vehicles Highlights 2023

In **September 2023**, the **commercial and industrial vehicles Market** showed a **general growth** with a total of **20.655** new vehicles registered in the month (181.220 YTD). On an annual basis all segments registered increases compared to 2022: **commercial vehicles segment ($\leq 3,5t$)** recorded a +16,6%, while **light mass segment ($<16t$)** and **heavy mass segment ($\geq 16t$)** reported +17,8% and +19,1%, respectively. However, the month of September showed a setback in growth of Industrial Vehicles compared to Sep. 2022 ($<16t$, -13,2%, $\geq 16t$, -14,8%), while **Commerciale vehicles** registered a growth (+43,2%).

Vehicles YTD distribution by category



■ $\leq 3,5t$ ■ 3,5 t - 16t ■ $\geq 16t$

181.220

Total registered vehicles
+ 17,0%
compared to 2022 registrations
(154.897)

Commercial
vehicles YTD

140.344 +16,6% *

Light mass
vehicles YTD

22.031 +17,8% *

Heavy mass
vehicles YTD

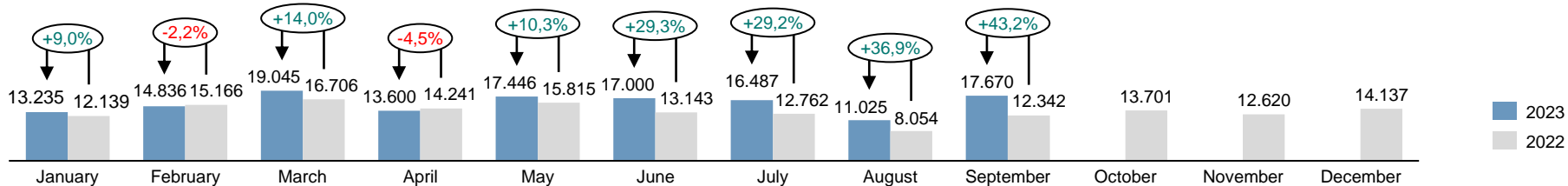
18.845 +19,1% *

Italy | New Vehicles registrations

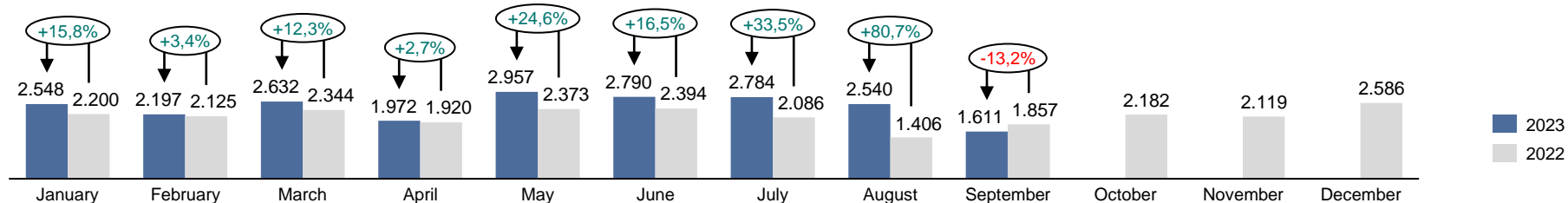


Italian Market - Commercial and Industrial vehicles Registration 2023 vs 2022 (2/2)

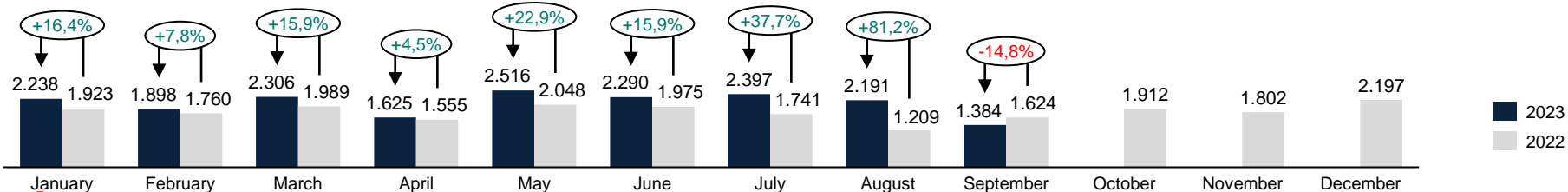
Commercial Vehicles ≤ 3,5t Monthly Data – 2023 vs 2022



Industrial Vehicles | Light mass segment 3,5t – 16t Monthly Data – 2023 vs 2022



Industrial Vehicles | Heavy mass segment ≥ 16t Monthly Data – 2023 vs 2022



Italy | New Vehicles registrations



Italian Market - Commercial vehicles September 2023 YTD vs September 2022 YTD

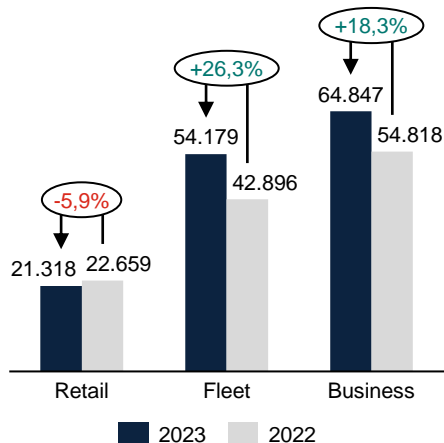
Commercial Vehicles January - September Analysis

In the first 9 months of **2023**, the **commercial vehicles** increased in new registrations (+16,6%), with a total of **140.334**, mainly driven by **Business** and **Fleet segments**, while **Retail** recorded a **decrease**.

Regarding the fuel type, significant increases for **Diesel** (+22,3%), **LPG** (+19,4%) and **EV** (+9,2%), while **Petrol** and **CNG** reported great **decreases**.

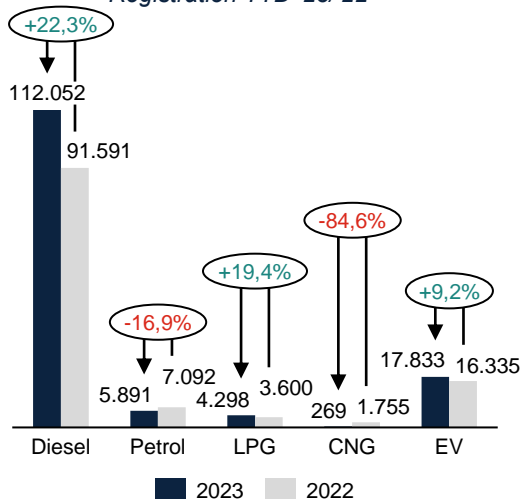
Analysis by "Customer Segment"

Registration YTD '23/'22

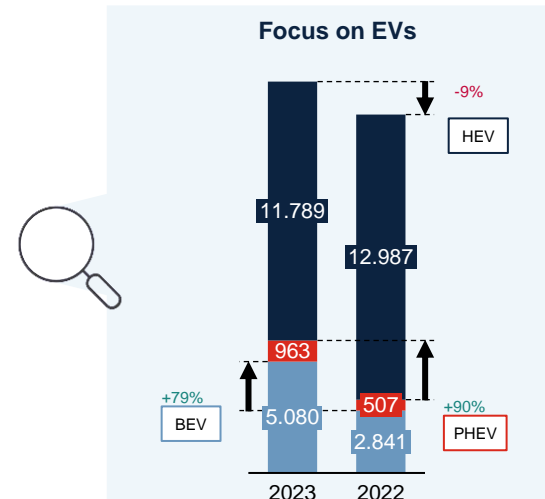


Analysis by "Fuel Type"

Registration YTD '23/'22



Focus on EVs

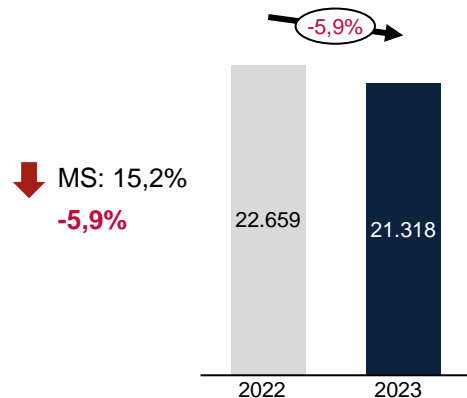


Italy | New Vehicles registrations



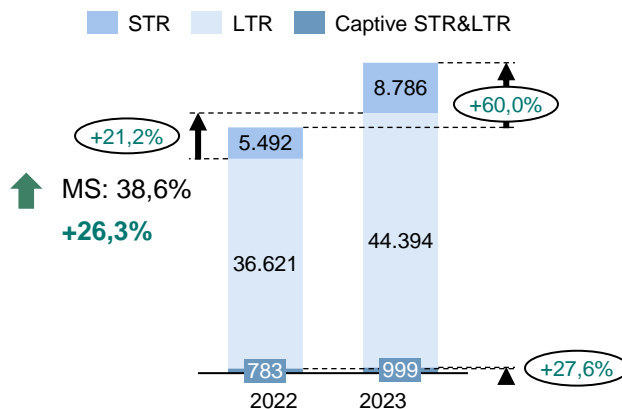
Italian Market - Commercial vehicles September 2023 YTD vs September 2022 YTD

Retail (Private Customers)



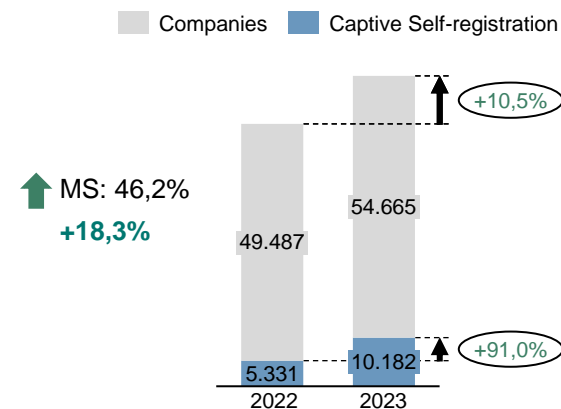
- Compared to **September 2022 YTD**, in the first 9 months of **2023**, the **Retail** segment registered a **decrease** both in terms of **registrations** (-5,9%) and **Market Share** (-3,6 p.p.: 15,2% in 2023 vs. 18,8% in 2022)

Fleet (LTR, STR and Captive LTR&STR*)



- All Fleet segments registered increases in **Jan to Sep 2023** over the same period in **2022**, highest for **STR** (+60,0%). The **Market Share** increased for **LTR** (31,6% in Sep 2023 YTD vs 30,4% in Sep 2022 YTD) and **STR** (6,3% in Sep 2023 YTD vs 4,6% in Sep 2022 YTD), while resulted the same as Sep 2022 YTD for **Captive STR<R** (0,7% in Sep 2023 YTD)

Business (Company registrations**)



- The increase of the **Business** segment registrations in **September 2023 YTD** is mainly related to the increase of **Captive self-registrations** (+91,0% or 4.851 units sold), and to a minor extent to **Companies registrations** (+10,5% or 5.178 additional units sold)

Market Share increase / decrease Jan-Sep 2023 / Jan-Sep 2022
 Market Share decrease / increase Jan-Sep 2023 / Jan-Sep 2022
 Δ% Volume Jan-Sep 2023 / Jan-Sep 2022



Source: UNRAE - data available until September 2023

(*) Self-registrations related to LTR&STR use made by Dealers and OEMs; (**) Including Dealers and OEMs self-registrations not related to LTR & STR



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About last Friday | FUTURE MOBILITY AND AUTOMOTIVE TOWARDS 2035

Future mobility trends, market and industry challenges, Infrastructure readiness



AUTOMOTIVE TOWARDS 2035

Market trends Industry challenges
Infrastructure readiness

MODERATOR: *Serena Cappelletti (Journalist at Virgilio Motori)*
ATTENDEES: *Fabrizio Arena (Partner BIP), Andrea Bartolomeo (Country Manager – Vice President Saic Motor Italy), Nicola Marsala (Country General Manager NIO Italy), Alessandro Sabbini (Head of Central Institutional Relations, Eni SpA, Head of Institutional Relations, Eni Sustainable Mobility SpA)*

Il Verde e il Blu Festival
powered by BIP.



The Future of Automotive

Current and prospective market size, powertrain evolutions (focus on electric and charging infrastructure) and other phenomena that will influence market development (MaaS/shared mobility, ownership vs. usership, alternative fuels)

To review the event, click on the following [link](#)

The new BIP Automotive & Mobility web site is live, take a look!

With our distinctive skills and experience, we are able to cover the entire industry value chain, from more strategic and/or cross-industry topics to more operational topics, passing through the lens of digital innovation and technological evolution, which has always been part of BIP's DNA

A quick glimpse...

Automotive & Mobility Trends

The new scenarios of the automotive/mobility market are strongly influenced by digitalization, electrification, connectivity, new forms of use of mobility (mobility-as-a-service) and sustainability.



Digitalization

Towards a seamless online/offline customer journey with an increasing direct role of the OEM



Connectivity

Connected cars are changing the way to interact with customers and opening new business streams related to data utilization



Electrification

Car parc evolution towards electric (full and hybrid) vehicles and creation of a new ecosystem based on EV needs



Mobility Services

New emerging models of car ownership to meet new customer mobility needs and behaviours are transforming OEMs' strategies



Sustainability

Increasing OEMs focus on the reduction or neutralization of environmental externalities along the automotive value chain

Solutions portfolio

IT Strategy & operations



Future of Mobility



Future of Distribution



Sales & After Sales Excellence



Profitability Optimization



Dealer Network Support



Organization Design & change management

Case studies

More Case Studies →



Case study

E-Mobility

Read more →



Case study

Van and Truck

Read more →

How we support our Clients

We support our Customers (OEMs, NSCs, Rental Companies and other mobility players) in assessing the impact of these trends on their:



Product/Service strategies



Distribution (logics and models)



New business models

We work in a very pragmatic way, side by side with our Customers, redesign their future, finding the balance between growth and sustainability, between market evolution and profitability, between protection of consumers and employees.

In a world of off-the-shelf consultancy solutions, we make bespoke suits.

Check our [website](#)

News on key industry trends

5 key trends are expected to push the evolution of the automotive industry. For each one in the following slides there is a selection of main news published from 19/09/2023 to 22/10/2023



Sustainability

Increasing OEMs focus on the reduction or neutralization of environmental externalities along the automotive value chain



Digitalization

Towards a seamless online-offline customer journey with an increasing direct role of the OEM



Mobility Services

New emerging models (MaaS) of car usership to meet new customer mobility needs and behaviors are transforming OEMs' strategies



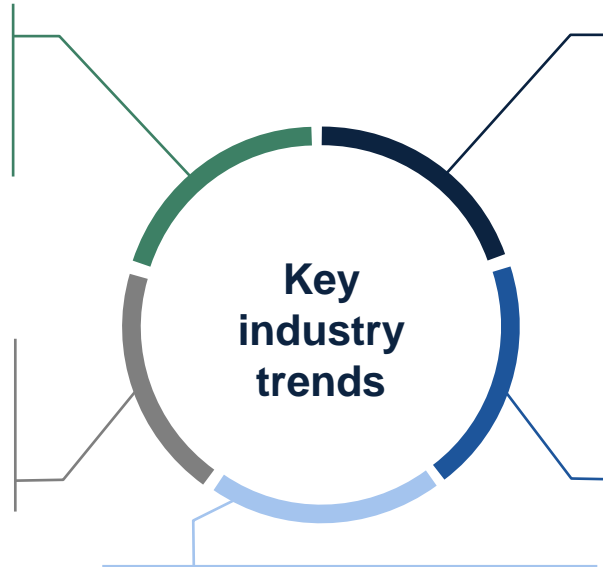
Electrification

Car parc evolution towards electric (full and hybrid) vehicles and creation of a new ecosystem based on EV needs



Connectivity

Connected cars are changing the way to interact with customers and opening new business streams related to data utilization



News on key industry trends

Digitalization



Lada launched online car sales at the manufacturer's price

LADA launched unprecedented in the brand's history project of online car sales at the manufacturer's price. A new program has become a part of the successfully working online-storefront LADA enabling to choose a car and make the final deal online(...)

<https://www.automotiveworld.com/news-releases/lada-launched-online-car-sales-at-the-manufacturers-price/>



News on key industry trends

Electrification (1/2)



Daimler Truck Financial Services and Electrada develop Charging-as-a-Service solution for electric trucks and buses

The companies signed an agreement to develop a Charging-as-a-Service (CaaS) solution. In a first step, the all-in-one solution will be provided to projects with selected customers in the USA in the first half of 2024 (...)

<https://www.automotiveworld.com/news-releases/daimler-truck-financial-services-and-electrada-develop-charging-as-a-service-solution-for-electric-trucks-and-buses/>

Wallbox: agreement with Kia for the development of two-way charging

Wallbox has entered into a partnership with Kia America with the aim of making the Quasar 2 two-way ev-charger available and compatible with the Korean brand's cars from the second half of 2024 (...)

<https://e-ricarica.it/wallbox-accordo-con-kia-per-lo-sviluppo-della-ricarica-bidirezionale/>

Electric vehicles: allocated 80 million for home charging facilities for 2022-2023

"The planned contributions are 80 percent of the purchase and installation price of charging infrastructure (such as columns or wall boxes). The maximum limit of the contribution is 1,500 euros for private users (...)

<https://www.mimit.gov.it/it/notizie-stampa/stanziati-80-milioni-per-gli-impianti-di-ricarica-domestici-per-veicoli-elettrici-per-il-biennio-2022-2023>



News on key industry trends

Electrification (2/2)



IPlanet is born, a 50% IP and 50% Macquarie network

IPlanet is born: 150- and 300-kW columns in 510 service stations. IPlanet will install the charging stations in the service areas on urban and extra-urban roads. The new company will initially be composed of 510 IP service areas throughout Italy (...)

<https://news.italy24.press/business/927167.html>

Renault forms joint venture with Volvo Group to develop lineup of all-electric 800V delivery vans

Renault Group and Volvo Group have announced the forming of a new company together to help decarbonize the logistics industry. The joint venture will specialize in developing a lineup of all-electric vans built atop a new LCV skateboard platform (...)

<https://electrek.co/2023/10/06/renault-forms-joint-venture-volvo-group-develop-electric-delivery-vans/>

Toyota, LG Energy Solution sign \$3 billion battery supply deal in U.S. EV push

The deal will support Toyota's expanding battery EV line-up, which includes a new model that will be assembled at a manufacturing plant in Kentucky — its largest globally — starting in 2025 (...)

<https://www.cnn.com/2023/10/05/lg-energy-solution-to-supply-ev-batteries-to-toyota.html>

News on key industry trends

Connectivity (1/2)



Mercedes-Benz teams up with Mastercard to introduce native in-car payments at the pump

Mercedes-Benz customers in Germany can now start the fuelling process directly from their vehicle and pay digitally by fingerprint. Eliminating the need to enter a PIN or authenticate via mobile device, drivers can now leverage convenient payments (...)

<https://www.automotiveworld.com/news-releases/mercedes-benz-teams-up-with-mastercard-to-introduce-native-in-car-payments-at-the-pump-pay-by-fingerprint-directly-in-the-car-with-mercedes-pay/>

Honda and Acura owners can access home garage door through vehicles

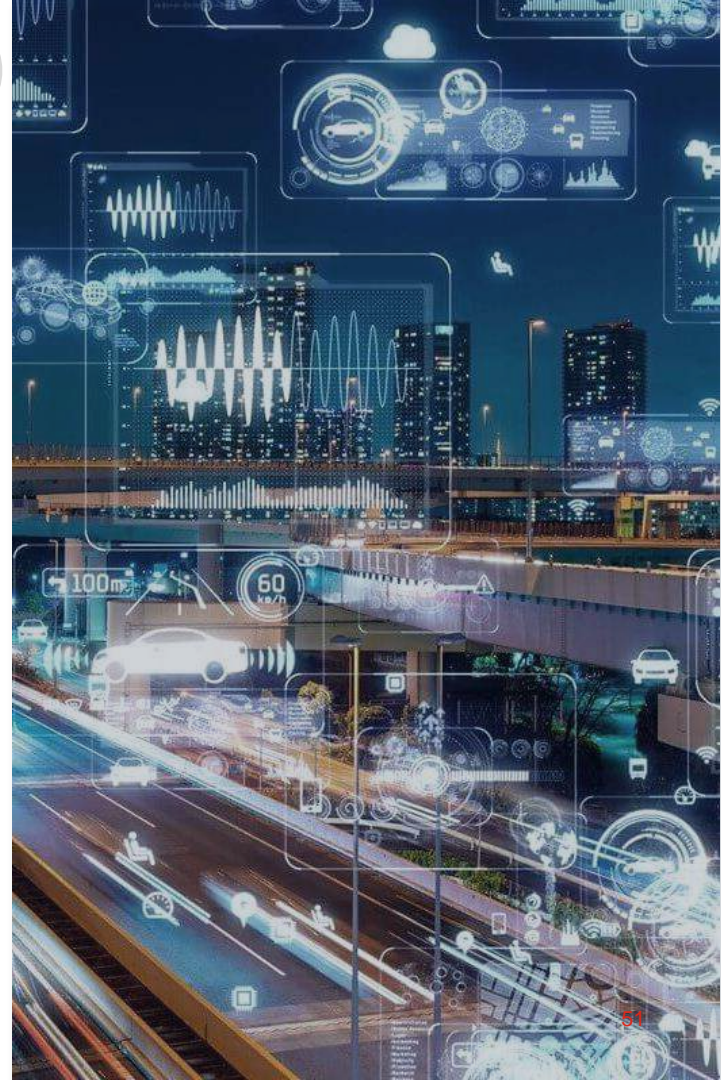
Select Honda and Acura vehicles, allow their owners to open, close and monitor compatible garage doors through vehicles' in-dash displays, using Chamberlain Group's myQ Connected Garage in-vehicle service (...)

<https://telematicsnews.info/2023/10/06/honda-and-acura-owners-can-access-home-garage-door-through-vehicles/>

Renault Group launches ROADS, a tool for immersive driving simulation

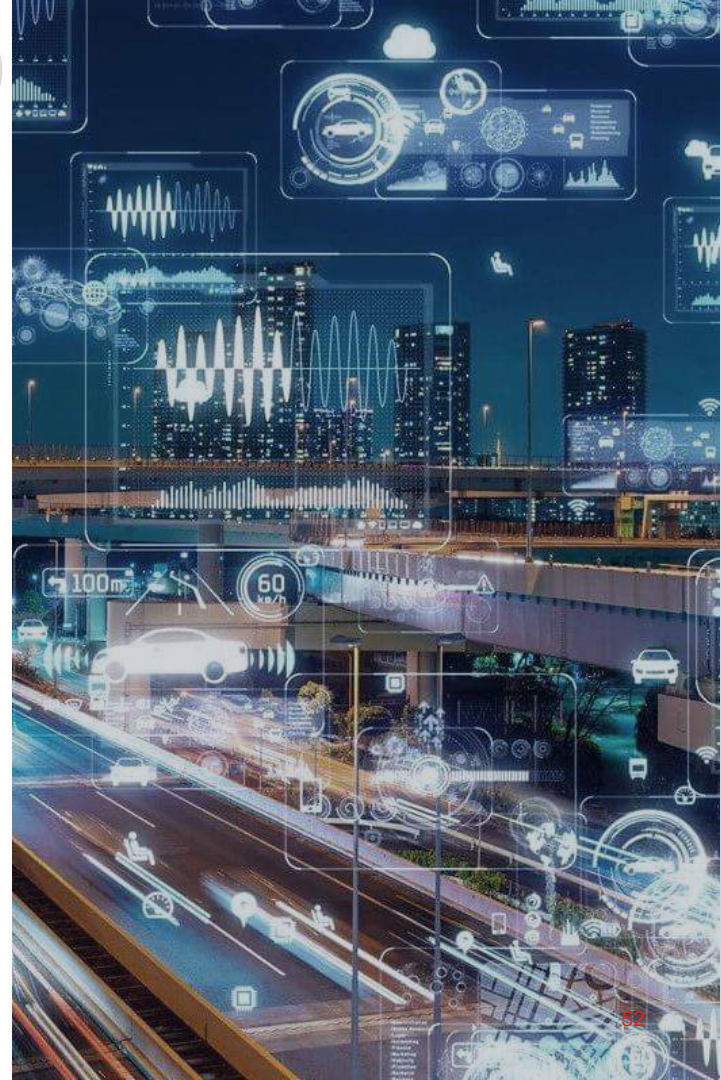
After years of work and an investment of 26 million euros, the Renault Group has just inaugurated at the Technocentre, the heart of the Group's Engineering Department, a building entirely dedicated to driving and immersive simulation (...)

<https://youmark.it/ym-interactive/automotive-il-gruppo-renault-inaugura-un-edificio-dedicato-alla-simulazione-digitale-e-lancia-il-tool-per-la-guida-immersiva-roads/>



News on key industry trends

Connectivity (2/2)



Nio offers smartphone to go with its EVs

The Chinese electric car manufacturer Nio now has its own smartphone. The Nio Phone not only replaces the classic car keys but also offers many control functions for the manufacturer's electric cars (...)

<https://www.electrive.com/2023/09/25/nio-offers-smartphone-to-go-with-its-evs/>

Tesla releases official API documentation to support third-party apps

Tesla has officially released its API documentation to support third-party apps – after years of operating in a gray zone with an unofficial API. It is geared toward fleet management, but developers are hoping it is a first step toward creating a healthy app ecosystem (...)

https://electrek.co/2023/10/12/tesla-releases-official-api-documentation-support-third-party-apps/?utm_source=fot.beehiiv.com&utm_medium=newsletter&utm_campaign=trucks-fot-vitesco-auriga-evpassport

News on key industry trends

Mobility Services



Drive: rental directly at the dealership

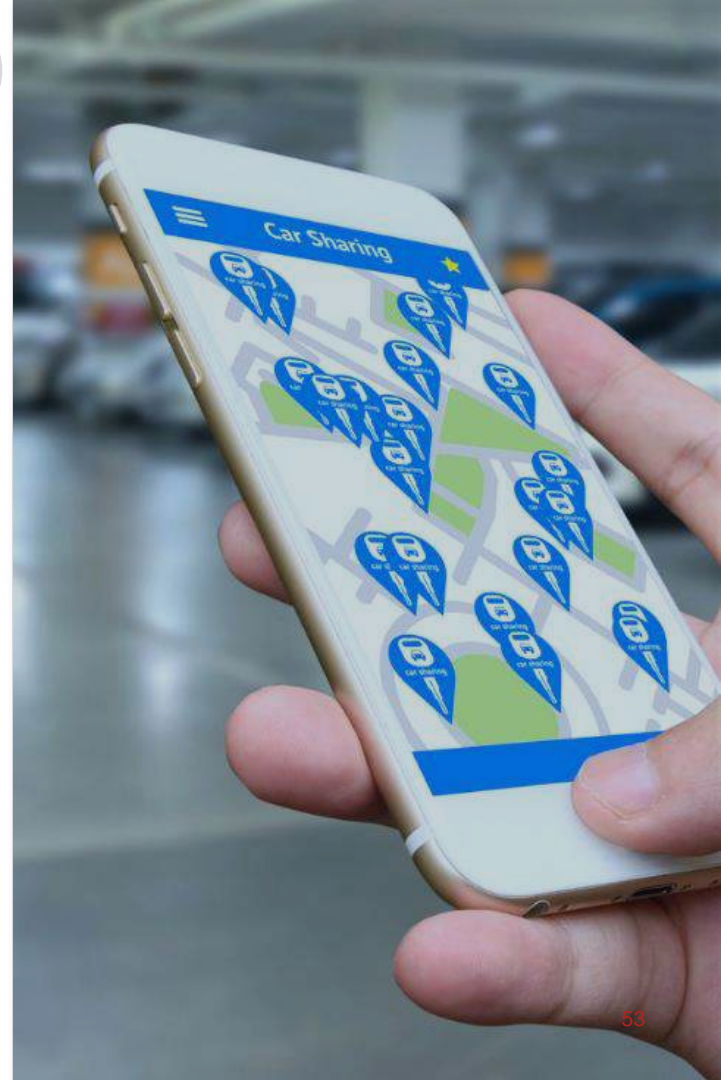
The goal of Drive is to provide a rental service that differs from the offerings already on the market, with digital, agile and fast credit processes. The new rental company founded just over a year ago (...)

<https://www.dealerlink.it/drive-noleggio/>

New licensing model: MOIA opens ridepooling ecosystem to cities and local transport operators

MOIA, the ridepooling company in the Volkswagen Group, is expanding its revenue model by introducing a licensing model for ridepooling and establishing the new business unit Mobility Analytics (...)

<https://www.automotiveworld.com/news-releases/new-licensing-model-moia-opens-ridepooling-ecosystem-to-cities-and-local-transport-operators/>



News on key industry trends



Sustainability (1/2)



Biofuels, why it pays for companies to become producers

Indeed, plans to cut CO2 emissions include more than just electric. Not least because the solutions available to date do not go beyond the short-to-medium range, and it is not yet conceivable to convert the entire fleets of those who instead operate longer and more complex routes to battery or hydrogen (...)

<https://it-motor1-com.cdn.ampproject.org/c/s/it-motor1.com/news/688772/biocarburanti-aziende-investono-diventare-produttori/amp/>

Audi Ingolstadt to achieve net carbon neutral production in 2024

The Audi plant in Ingolstadt will begin net carbon-neutral production on January 1, 2024. The main plant will commence building the new Audi Q6 e-tron series next year. After Brussels (Belgium, 2018) and Győr (Hungary, 2020), it will be the third Audi plant to operate with net zero emissions (...)

<https://www.automotiveworld.com/news-releases/audi-ingolstadt-to-achieve-net-carbon-neutral-production-in-2024/>

Volkswagen surprise: from 2024 it will stop selling petrol and diesel cars in Norway

Volkswagen will stop selling new petrol and diesel cars in Norway from 2024. This was announced by the importer. "As a farewell to fossil fuel cars, the last Golf will be ordered towards the end of the year," said Ulf Tore Hekneby, head of the Norwegian Moller Group (...)

https://www-repubblica-it.cdn.ampproject.org/c/s/www.repubblica.it/motori/2023/10/22/news/sorpresa_volkswagen_dal_2024_smettera_di_vendere_auto_con_motore_benzina_e_diesel_in_norvegia-418459189/amp/

News on key industry trends

Sustainability (2/2)



The UK postpones the ban on petrol and diesel engines until 2035

British Prime Minister announced today that the ban on the sale of new petrol or diesel cars will be postponed for 5 years, from the planned 2030 to 2035. This is just one of a series of measures that relax or delay the Government's "green" objectives (...)

<https://www.ilsole24ore.com/art/il-regno-unito-rinvia-stop-motori-benzina-e-diesel-2035-AFaM9Bw>



Thank you.

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